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WAREHOUSES**

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A. M. Somes Whse. Co.
Chicago, Ill.
Carrier-Lee Whses., Inc.
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Koen-McNatt Stge. & Tfr. Co.
Denver, Colo.
Bankers Warehouse Co.
Des Moines, Iowa
Blue Line Storage Co.
Detroit, Mich.
United States Whse. Co.
Houston, Texas
Wald Tfr. & Stge. Co., Inc.
Kansas City, Mo.
Kingsway Warehouse, Inc.
Montreal, Quebec
Montreal Refrig. & Stge., Ltd.
Oklahoma City, Okla.
Public Whse. Co., Inc.
Philadelphia, Pa.
Gallagher's Warehouses

In "Service to shippers without cost or obligation" may be found the explanation of a 57% increase in the number of nationally known warehouses that have appointed Consolidated Warehouses as their Eastern sales representative during the past six weeks.

This spontaneous recognition of modern methods and sound practices will be rewarded by continued proof that Consolidated merits your confidence.

Write for further information.

**CONSOLIDATED
WAREHOUSES**
Nationwide Warehouse and Distribution Service
52 Vanderbilt Ave. New York City
Murray Hill 6-6980 Douglas Miller, Gen. Mgr.



NEW YORK IS A "GREAT CITY" AND THE HOTEL MCALPIN IS THE FOCAL POINT OF IT!

When business beckons you to New York—establish yourself at The McAlpin. The City's important buying and selling centers are its next door neighbors.

THE CITY'S FASTEST TRANSPORTATION (including the New 5th Avenue Subway) IS RIGHT AT HAND. ONLY 1 BLOCK FROM PENNSYLVANIA STATION AND EMPIRE STATE BUILDING B & O MOTOR COACHES STOP AT OUR DOOR

Single rooms with bath \$3. Double from \$4.50

HOTEL MCALPIN
BROADWAY AT 34TH STREET, NEW YORK

Under KNOTT Management
JOHN J. WOELFLE, Manager



① **DW**
and
Est. 1901 Reg. U. S. Pat. Off.

For Executives Who Buy

SHIPPING - HANDLING - WAREHOUSING - DISTRIBUTION Services and Supplies

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Vol. 40

March, 1941

No. 3

EDITORIAL DEPARTMENT

F. Eugene Spooner, Editor

Leo T. Parker, Legal Editor

L. J. Montgomery, News Editor

Matthew W. Potts, Materials Handling Editor

Carleton Cleveland, Staff Correspondent

Van Rensselaer H. Greene
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Long Beach, Calif.

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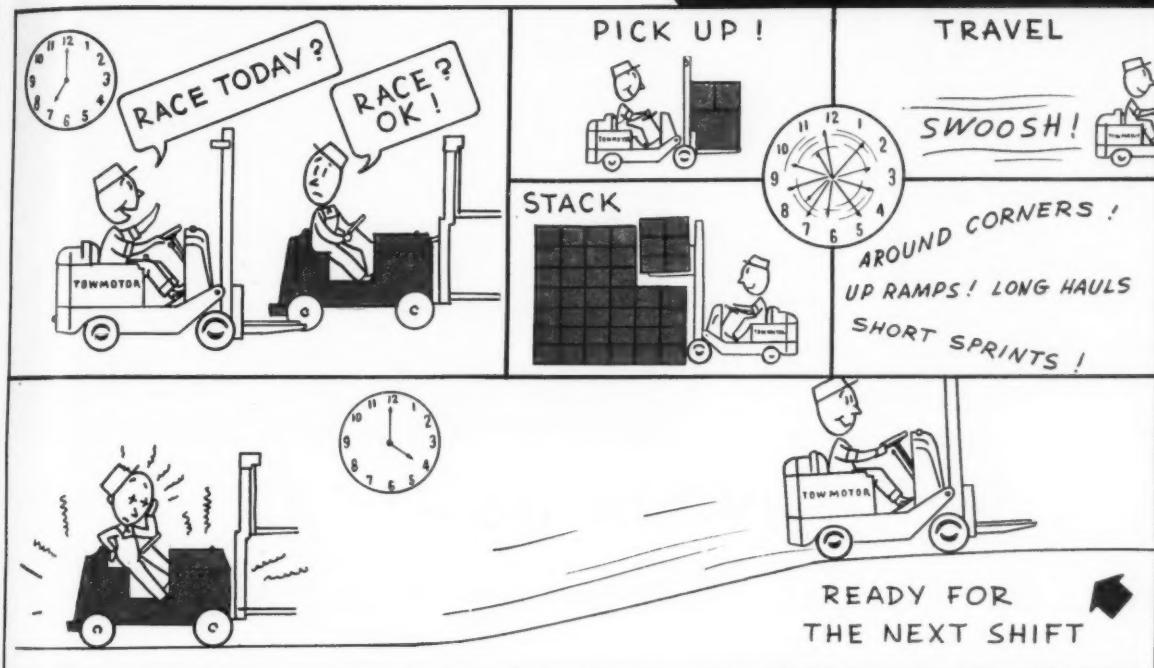
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with the machine
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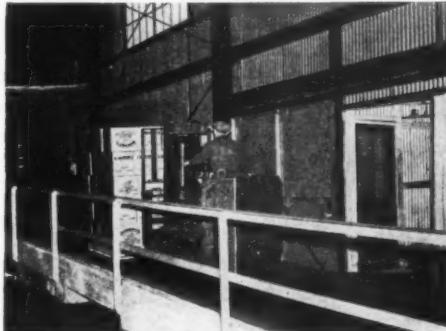
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Towmotor lift trucks can work at peak power 24 hours a day! No time out. No slow-down. And that kind of continuous availability is what you need to meet 1941's production schedules, to meet 1941's rail, water and truck transportation schedules.

That's one important fact you'll find in a new, free bulletin — available on request. Other impressive facts: Towmotors have faster travel speeds and faster lifting speeds than any other machine in their class. Towmotors handle loads of 1,000 to 10,000 pounds, safely and swiftly. Towmotors stack to any heights up to 212 inches. Send today for your copy of the fact-bulletin on Towmotor Materials Handling Systems.

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NEED FOR
MORE SPEED
TODAY . . .
LOWER COSTS
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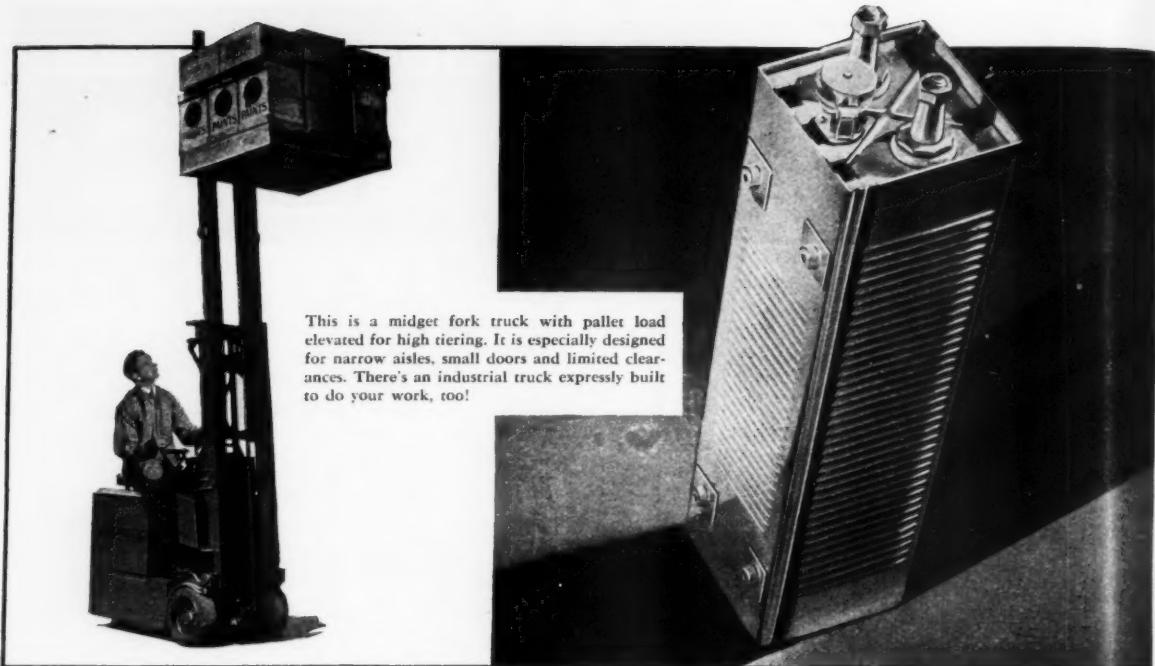


TOWMOTOR whisks heavy loads up long, steep ramps—as quickly, as effortlessly as at the end of a 24-hour day as at the beginning.



Handling 150 to 200 tons of wood pulp a day, stacking 12-bale skid loads three high . . . it's all in the day's work for a Towmotor.

Let TOWMOTOR
CLEVELAND
take the load off your hands



This is a midget fork truck with pallet load elevated for high tiering. It is especially designed for narrow aisles, small doors and limited clearances. There's an industrial truck expressly built to do your work, too!

What does material handling cost you?

Frankly, most plants don't know. But universally it is recognized that handling materials *costs* a lot, without adding value to the product. And this is why modern production studies are revealing the industrial truck as a way to cut down handling and rehandling of materials.

Goods placed upon a pallet are toys in the hands of the modern battery industrial truck. It picks them up and sets them down as easily as you handle a lead pencil. Naturally, in an industrial truck, the power source must be thoroughly dependable if the truck is to oper-

ate at maximum efficiency. And that is exactly what Edison Alkaline Batteries were designed to do.

The Edison Battery is structurally strong (built of steel) and electrochemically sound (no self-deteriorating reactions). While it costs more than other batteries, it lives two to five times as long. Wherever careful cost-accounting is employed, it is almost always instantly revealed as the most economical way to power a truck. (It's cheap as line current!) You will find your local Edison representative informed and helpful in handling methods.

STORAGE Edison Battery

DIVISION OF THOMAS A. EDISON, INC., WEST ORANGE, N.J.

Regulation

(An Editorial)

NOW that so many are of the belief that we are at war, but without the shooting, a question of real serious intent poses itself as to just how far new confusions arising from the national defense program will plunge business yet untouched by priorities, regulations, etc.

In the light of recent court decisions and pronouncements from Government bureaus there is little complacency about the continuation of business on any other basis than that of a full emergency. Gradually, but certainly, free enterprise founded on initiative as to prices, shipping, securing of raw materials, etc., is being shelved for a pattern of defense economy that follows a prepared blueprint for a war economy.

Under such an economy, there is no doubt that pressure will be made to force those in essential industries to comply with certain Government standards as to hours of labor, wages, etc. Even refusal of a Government contract may bring about the commandeering of facilities.

Warehousemen, long fearful of Federal regulation of the industry, now seem to think not so much of resisting it but accepting it as already here, by inference if not by fact. Others are not worried so much about the question other than what might happen should the turn of events as regards regulation suddenly confront them with control that has been entirely worked out by politicians. There is just cause for alarm over this possibility, especially due to the fact that there is now a belated realization that few if any of the politicians who might have the responsibility of regulating the industry know just how it functions or how it would be affected through any straitjacketing of its operations.

In the hands of the politicians, the worst could be expected, but under a policy of thoroughly enlightening those at Washington with the true facts about warehousing, regulation would likely be of a more reasonable nature and probably helpful if certain practices that now beset the industry were eliminated.

Certainly, regulation would be most welcome, if distressed real estate and other buildings now in competition with public warehousing were brought under control as to rates and adequacy as custodians of merchandise. In that one regard, there is a real need for clarification in order that public warehousing services will be fully appreciated.

More Ships From Boston Needed for So. America

Frank S. Davis, manager of the Maritime Assn. of the Boston Chamber of Commerce and officers of the Foreign Commerce Club of Boston sent a message Feb. 10 to the U. S. Maritime Commission for allocation of more ships to bring defense goods and other commodities to Boston from East Coast ports of South America.

Much concerned over the lack of ships in view of vast amounts of raw materials required, Mr. Davis stated that hundreds of thousands of tons were piled up at these ports. At Montevideo, he said, warehouses were jammed and streets in the warehouse and pier district were under armed guard against looting. Goods at Santa Marta were actually piled in the streets, he said.

It was urged that additional tonnage from the Government's laid-up fleet be used in service between South America and Boston.

Much of the South American goods, which include wool, hides, quebracho, coffee, cocoa and casein, formerly had an outlet in European markets, now closed to them by the war.

Admiral Emory S. Land, chairman of the Commission, has been advised that shipping facilities continue inadequate despite the fact that the Moore-McCormick Lines has quadrupled the number of ships in this trade.—*Wellington*.

Australian Wool Rates Termed Too High

Quite a controversy and considerable correspondence have been occasioned in San Francisco over the bids of local warehouses for storage of a share of the Australian wool that has started to come to this country, and the claim by the Government that San Francisco rates, principally insurance rates, are too high. Fifteen thousand bales of the wool entered the port and—presumably because the rates were adjudged too high—went on through instead of being retained in San Francisco warehouses. Three Texas warehouses received most of the wool and some went to the Atlantic seaboard.

According to rumors, some 8000 carloads of the Australian wool are expected in the United States. The controversy started when the Matson Line made a bid for some of the transportation. Pacific Coast warehouses also expected to store a portion of the wool. The Defense Board claimed that the warehouse rates and fire insurance rates were out of line with Eastern rates.

Edward B. Mills, of the Fireman Fund's San Francisco office, says that an investigation of the assertion showed that "the allocation of storage going to Atlantic Coast because rates were too high on the Pacific Coast, was not based on facts."

According to officials of the Board of Fire Underwriters of the Pacific, correspondence referring to the storage of the wool on the West Coast declared Western costs to be too high. The low bid quoted for "warehousing and insurance" was 19.07 cents the double bale per 100 per cent of value in San Francisco warehouses. The correspondence referred to a cost of 13 cents in Houston, Texas, and at Eastern seaboard costs as 15 cents. The Board of Fire Underwriters of the Pacific say they have information to the effect that "we do have warehouses in San Francisco where wool may be stored at the 13-cent rate," and this fact has been conveyed to the Defense Board. Here the matter rests.

It is the general belief that "a reasonable portion" of the total supply of Australian wool to be brought to America will be stored on the Pacific Coast where space

is available, possibly not so much in San Francisco as in other Coast warehouses.

San Francisco warehouses are not quite as busy as they were a month ago. Sugar is moving out, mostly to Mid-West points where it is expected to be held for resale. Cotton is still coming in and is taking up considerable space.

Apart from the above, there is no change in the warehouse picture from the report last month. Warehouse leaders still claim they can take care of all reasonable demands on San Francisco space.—*Gidlow*.

To Organize in Fight Against St. Lawrence Seaway

Frank S. Davis, manager of the Maritime Assn. of the Boston Chamber of Commerce, recently named general chairman of the National St. Lawrence Project Conference, an organization opposed to the proposed St. Lawrence seaway and power project, has returned to Boston from Washington to organize country-wide opposition to the plan, which would cost \$250,000,000 and is strongly favored by President Roosevelt as a defense measure. The Nation's shipping interests, however, are strongly against it.

Mr. Davis said that headquarters had been opened in Washington in anticipation of a battle in Congress on the subject. He further said that it has little value as a defense measure, because construction will require from 5 to 10 yrs. The main objection, however, is that North Atlantic ports, including Boston, would be practically put out of business, because the seaway would afford passage directly to and from the Great Lakes to the Atlantic.—*Wellington*.

Big Growth in Field Warehousing

Douglas-Guardian Warehouse Corp. occupied a booth at the National Canners Assn. convention in Chicago in January for presentation of its plan of financing through field warehousing to the 20,000 food processors attending that big trade meeting. Figures released by representatives of the organization show that the number of field warehouses has increased from about 250 in 1926 to more than 5,000 today, and that 38 States now provide additional lines of credit on warehouse collateral. Much of the growth of this method for enlarging one's credit resources is attributed to aggressive promotion effort by public warehousemen.—*Slawson*.

Pacific Coast Shippers Want Parity on Cement Rates

Continuance of the disadvantages under which Pacific Coast shippers and producers suffer in the matter of cement shipments for Panama Canal Zone projects has reached a point where drastic steps are expected to be undertaken to break the asserted monopoly of Atlantic Coast shipping interest on cement cargoes to Central America.

Space in American ships operating out of West Coast ports not only continues too scarce but low rates from New York to Panama still place Pacific Coast producers at a disadvantage, despite the Maritime Commission's order 4 mos. ago for Atlantic lines to reduce rates to Pacific parity. West Coast shippers point out that the order has not been obeyed, and that Eastern lines continue charging about \$4.50 per ton, capturing most of the huge cement movement, while the best Pacific rate authorized for Feb. 28 will be \$6.

Rumors that the failure of Eastern lines to comply with the order might cause the Maritime Commission to place its own ship service on the West Coast have not materialized. Western cement shippers to the Canal Zone are compelled to resort to Japanese ships

in the absence of sufficient American bottoms. Two such shipments went out recently from Long Beach Harbor in Japanese ships. The Moore-McCormick Line has announced it will insert 3 new ships into the run this Spring, but no assurance of comparable rates is involved.

The entire matter was aired at the Inter-American Conference held in Los Angeles recently, as were other discriminations, including the fact that wire and cable rates from Pacific States to Central and South American points are 14 cents per word higher than from Atlantic States.

Pacific Coast cement mill operators and shipping interests see a ray of hope in the announcement from Washington on Jan. 31 that cement purchases on 5,000,000 barrels of cement for construction of a 2nd lock system at the Panama Canal, on which bids will be asked during the next 2 mos., will be made on an F.O.B.-mill basis. Pacific Coast operators believe this provision will enable them to share in the huge order because the low rates of the Government-operated Panama Railway Steamship Co. will reduce the advantage by Eastern shippers to something nearer parity on rates from American ports of departure to the Canal Zone.—*Herr.*

Army Wants Los Angeles Transit Sheds

Los Angeles and Long Beach shipping interests are seriously disturbed at a move initiated by the Army Transport Service to seek the lease of important transit sheds on Terminal Island, Los Angeles-Long Beach Harbors.

Washington announcements early in February disclosed that General John H. C. Lee had recommended that leases be negotiated for warehouses with adjacent dock facilities.

Warehousing and shipping interests of Los Angeles are of the opinion that most of the Army's requirements for the handling of cargo can be taken care of with allotment of storage space without the use of the vitally necessary transit sheds now in use by steamship lines.

The fear prevails that unless the Army's recommendation is altered that at least one steamship line may be forced out of its harbor facilities and be required to anchor its ships in the stream and unload at intervals at other cramped quarters.—*Herr.*

Will Appeal K. C. Grain Rate Decision

A 3-judge Federal District Court sitting in Kansas City, Mo., has ruled against the Kansas City Board of Trade in its effort to enjoin the I.C.C. from cancelling through rates with transit privileges as applying to primary Midwestern grain markets.

The Kansas City Board of Trade initiated the action and was joined by the Minneapolis Traffic Assn., Omaha Grain Exchange and individual grain men of Leavenworth and Atchison as intervenors.

Intervenors on the side of the I.C.C. were the freight rate commissions of North Dakota, Idaho and Montana, Texas Industrial Traffic League and the Fort Worth (Tex.) Grain and Cotton Exchange.

Plaintiff grain men contended that I.C.C. action in ruling against through rates with transit privileges as applying to primary Midwestern markets was discriminatory and harmful to milling and elevator interests, pointing out that through rates with transit privileges still are permitted at smaller intermediate points.

The I.C.C., in examining the freight rate schedule,

Convention Dates

Mar. 21—Meeting of Pacific Coast Transportation Advisory Board, Hotel Oakland, Oakland, Cal.

Mar. 25—Annual meeting of Export Managers Club of New York, Hotel Pennsylvania.

Mar. 26—Regular meeting of the Great Lakes Regional Advisory Board, Buffalo, N. Y.

Apr. 1-4—Packing Exposition of the American Management Assn., Hotel Stevens, Chicago.

April 3—Annual dinner of Junior Traffic Club of Chicago.

April 9-10—Regular meeting of Atlantic States Shippers Advisory Board, Lord Baltimore Hotel, Baltimore, Md.

April 29-May 1—29th Annual Convention, Chamber of Commerce of the United States, Washington, D. C.

May—First Tuesday—Annual Meeting, California State Council of the American Institute of Traffic Management, San Francisco.

May 5-7—Spring meeting of Associated Traffic Clubs of America, at George Washington Hotel, Jacksonville, Fla. Fall meeting in Milwaukee.

May 8-10—Annual Convention, Texas Motor Transportation Assn., Dallas, Tex.

May 22-23—Mid-year meeting of Associated Grocery Manufacturers of America, Skytop Lodge, Skytop, Pa.

July 6-9—Annual convention, Independent Movers' and Warehousemen's Assn., Baltimore, Md.

October—Annual meeting of Southwest Warehouse and Transfermen's Assn., Houston, Tex.

found the through rate with transit was one of 2 basic methods of permitting stoppage of grain for milling and other purposes at intermediate points without payment of comparatively high local rates for each segment of the transportation. The proportional rate system was the other in use.

The dual system caused confusion, disorganization of the general rate structure, made uncertain the out-bound basis of charge, gave undue privilege to those primary markets which could use both forms of rates, depressed the price of grain and reduced revenue of railroads, the I.C.C. contended.

Members of the court were Judge Seth Thomas, Fort Dodge, Ia., of the United States Circuit Court of Appeals, and Judges Merrill E. Otis and John Caskie Collet, District Court.

Wilfred Wimmell, attorney for the board of trade, said the plaintiffs would carry an appeal from the ruling of the court to the United States Supreme Court.—*S. Smith.*

Record-Sized Car Built

Carnegie-Illinois Steel Corp. plans to ship from plant-to-plant large ingot molds in the largest freight car in the world. The car, 90-ft. long (more than twice the length of an ordinary freight car) has a load capacity of 527,000 lbs.

The car has a combined rail weight almost 8 times that of the average car; a 36-in. wheel diameter as compared with the usual 33; four trucks instead of 2, making a total of 24 wheels which share in the distribution of weight; clasp-type brakes with shoes applying to both sides of all wheels.—*Leffingwell.*



FROM the opening sessions on Feb. 11 to the closing on Feb. 14 the Golden Jubilee convention of the American Warehousemen's Assn. at the Edgewater Beach Hotel, Chicago, more than lived up to advance expectations of this history-making affair. The attendance of 429 indicated the interest that was taken in the well-rounded program that had been prepared; the many floral wreaths and the hundreds of telegrams and other messages of congratulations from prominent people and organizations signified further that this 50-yr. celebration stood out as something rare in trade association history. -

The first day's program was a general meeting of both the mer-

Golden Jubilee an Event of National Importance.

Switzler Elected General President. Next Year's Meeting May Be on West Coast

chandise and cold storage divisions of the association and this consisted mainly of speeches which covered a half-century history of what had occurred in warehousing, men who played an important part during development, and a look into the future.

Under the direction of Delos Owen, a play entitled "October 15-16, 1891" was put on in 4 scenes in which was depicted an exact duplication of what had taken

place at the Grand Pacific Hotel in Chicago, when the American Warehousemen's Assn. was formed. The lines were taken from the minutes of the organization meeting and the parts were played by Chicago members of the Illinois Warehousemen's Assn., who were dressed in costumes of the period, as shown on the front cover of this issue.

The foregoing followed the invocation and address of welcome given by Dr. Preston Bradley,

The AWA CONVENTION



The annual banquet of the A.W.A., presided over by D. S. Adams, a past general president. The toastmaster was Dr. Charles W. Gilkey, Dean of the Chapel, University of Chicago. The speakers, Clifton M. Utley, a member of the William Allen White Committee, and John T. Flynn, member of the America First Committee, presented opposing viewpoints on whether the United States should take seriously a threat of invasion by Hitler's forces. Mr. & Mrs. Weatherred were presented a set of silver in appreciation of Mr. Weatherred's work as general president.

pastor of the Peoples Church of Chicago. Charles G. Dawes, former vice-president of the United States, was scheduled to give the address of welcome, but could not be present. The response to the address of welcome was given by E. W. Ford, of Baker and Williams, New York City.

G. K. Weatherred, in his address as general president of the association, gave a review of some of the important statements made by the past presidents, dwelling principally on those presiding during the early period of the association's history. In that connection, Mr. Weatherred stated:

"During the past few months I have reviewed many written volumes pertaining to the history of

this organization. As the records unfold themselves, one is deeply impressed with the types and characters of these men. No longer does there remain a question in our minds: 'Why has this association lived on and progressed for 50 yrs., regardless of economic and social conditions?' We are proud of the fact that we are a part of an industry that is made up of men of vision, possessed with that true American spirit, willing to give generously of their time and money for the advancement of a great industry."

Mr. Weatherred in his closing remarks stated: "The accomplishments that have been handed down to us challenge our ability but give us confidence to carry on.

May we always represent the best there is in this great industry and may a true spirit of cooperation prevail among us. May we continue to grow in strength and our records be the bible for warehousing, and may our contribution as individuals cause this American Warehousemen's Assn. to live on for another 50 yrs., and longer. Let us join in one accord to say: Hats off to the Past, Coats off for the Future."

S. M. Haslett, Haslett Warehouse Co., San Francisco, in his address, entitled "Merchandise Warehousing as I have Known It," gave a historical review of his experiences with warehousing from 1880, at which time he joined the firm of J. W. Cox and Co., engaged

in merchandise warehousing in San Francisco. Practically all merchandise stored in public warehouses at that time in San Francisco reached the city by sailing vessels from the Atlantic States, Europe and Asia and by coastal steamers from Oregon and Washington. The current charge for the storage of most all lines of merchandise in those early days was 50 cents per ton for the first month which included transfer from nearby dock to warehouse and receiving into piling and delivering from warehouse. The 2nd month's storage was usually at the rate of 25 cents per ton. Where merchandise was delivered to the warehouse by customer's truck, the charge was only 25 cents per ton. A separate charge to cover handling in and out of the warehouse did not exist at that time.

Mr. Haslett also recalled that in those early days merchants were compelled to place their orders well in advance of the sailing date of the vessels, because voyages took from 100 to 180 days. Warehousemen could usually count on storage of from 2 mos. to one year and could afford to take the risk of

several railroad passenger cars, the only instance in Mr. Haslett's recollection of such type of storage.

R. H. Switzler, St. Louis Refrigerating and Cold Storage Co., St. Louis, Mo., covered considerable ground in presenting the historical facts in his speech, "Refrigerated Warehousing Over the Years." The first meeting of cold storage men attended by him was in Buffalo, December, 1901, with the following



R. H. Switzler. A.W.A.'s new general president

9 men present: C. L. Case, Manhattan Refrigerating Co., New York; W. D. Robinson, Philadelphia Warehousing Co., Philadelphia; J. C. Melvin, Quincy Market Cold Storage, Boston; Homer McDaniel, Sheriff Street Cold Storage, Cleveland; Rockwell King, Western Cold Storage Co., Chicago; LeGrand Smith, Union Cold Storage Co., Chicago; D. E. Knowlton, Buffalo Cold Storage Co., Buffalo; A. C. Griswold, Eastern States Cold Storage Co., Springfield, Mass.; and A. P. Trautwein of the Carbondale Chemical Co., Carbondale, Pa. At this meeting, the warehouse report on the holdings of butter and eggs was inaugurated, with the 10 houses there represented starting the project. The list grew until finally there were 57 houses reporting to Homer McDaniel at Cleveland, who issued a monthly report. The U. S. Dept. of Agriculture was persuaded to take over the work which today they do so well.

Prior to 1890, Mr. Switzler stated, cold storage warehousing was done in a very limited way, using natural ice mostly as the refrigerant, with the admixture of salt where freezing work was desired, 45 degs. fahrenheit being the usual temperature obtained without the use of salt. The introduction of mechanical refrigeration marked a new day in the cold storage industry, and the modern



Willard Morse, re-elected general treasurer of A.W.A.

goods going out in the first or 2nd month. At that time, the current wage rate was from \$2 to \$2.50 per day per man and the working hours, 7 a.m. up to 6 p.m., and if necessary to work later, overtime was rarely paid. An allowance to cover dinner expense was usually made.

An unusual line of storage warehoused at that time was some 20,000 tons of rails imported and stored in bond for account of a railroad being built in Oregon. To care for this shipment, another warehouse was taken over and operated for several years. Coupled with the rails for storage were

development began approximately 45 yrs. ago, when refrigerating machines were first installed in warehouses. Originally, butter, cheese, eggs, fish, fruit and nuts were the only commodities stored in any quantity, but at the present time, upwards of 200 different varieties of foods are being preserved in cold storage warehouses.

The first American cold storage warehouse was built in New York in 1865; the first refrigerator car in 1868; and the first shipment of a carload of dressed beef made in this car in 1869. The first shipment of frozen mutton from New Zealand to England came 10 yrs. later, 1879, opening a new era in ocean transportation.

As regards availability of cold storage space, Mr. Switzler stated that there were 1481 concerns with a total capacity of 746,440,000 cu. ft. In 1929, there were 1400 concerns with a capacity of 728,595,000 cu. ft. There was an increase in public cold storage warehouses between 1929 and 1939 of from 270 to 279; on the other hand, there was a decline in private houses doing some cold storage business



H. C. Avery. A.W.A.'s new general vice-president

from 209 to 189; a decrease in meat packing establishments of 375 to 291; and a decrease in meat packing establishments doing some public cold storage business from 29 to 24.

In his closing remarks, Mr. Switzler stressed on the need of research as a means for the development of new commodities for cold storage, and cited coffee and patent leather as 2 commodities that are benefited by such storage. In the case of coffee, weight was saved and a loss in sheen was also avoided. Patent leather sticks in hot weather; by putting it in cold storage, this trouble was avoided.

Clem D. Johnston, Roanoke Public Warehouse, Roanoke, Va., in his speech, "A Look Ahead," drew a comparison of warehouses of 50 yrs. ago with those of today and humorously pictured those of the past as "well-ordered mausoleums, where nothing much seemed to happen." Today, in comparison, warehouses are brightly lighted, have electric lift trucks darting about with shipments timed to the hour, offices a-clatter with book-keeping machines, typewriters, manifold billing machines, etc. Mr. Johnston's comparison of the past with the present, however, was overshadowed with what he seemed to think would happen in the future, as follows:

1—Further increases in overall speed of deliveries—perhaps teletype hookups for both ordering out shipments and reporting deliveries.

2—A greater, if not a complete uniformity of warehouse forms and accounting methods.

3—Increase in size and speed of motor trucks, increase in their radius, and a decrease in their relative cost of operation.

4—Efforts to restore a proper spread between carload and less-carload rates will continue.

5—Warehousing will continue to be "the innocent bystander who gets hit" in the battle between trucks and rails.

6—Politics and pressure groups will continue to affect transportation rates.

7—New synthetic materials will provide light, tough and transparent containers.

8—A vast array of new products. Nylon, Lucite, Tenite, Masonite, are only the forerunners of the vanguard.

9—Our wants will be increased, likewise our consumption, and the goods we use will be transported longer distances—increased distribution tonnage and increased opportunities for warehousing.

10—With world peace or a degree of world stability increased, imports should be received to balance our excess of exports, creating more business for port terminals.

11—A regrettable feature—smaller quantities per shipment, more shipments, more postings, higher wages, will force more departmentalization and use of clerks whose duties will be largely mechanical and who will not catch the full vision of warehousing.

12—Higher taxation will emphasize desirability of proper tax-avoidance methods. The warehouseman should prepare to be an expert counsellor to his patrons in matters of licenses and taxation in his territory.

13—Greater uniformity in tariffs as between regions and different sized cities. Wage differentials will likewise be less.

14—The warehouse may well be the repository for pre-fabricated houses, complete with fixtures and furnishings, which the warehouseman himself may assemble or disassemble, even as we now install or remove an electric refrigerator.

15—The private airplane with folding or demountable wings will be a standard storage item. This will have a bearing on future doors and elevators.

16—The placing of warehouses under a public utility status will be somewhat extended but will not become universal.

W. W. Morse, Security Warehouse Co., Minneapolis, Minn., paid tribute to those who had in the past given so much in time and effort in the upbuilding of the association. His talk, entitled, "A.W.A. Men I Have Known," was in particular outstanding in revealing what trade association activity will accomplish for those who will enter its work seriously.

At the close of the first day's meeting, S. A. Smith, Anchor Stor-

age Co., Chicago, introduced the following men, many of whom had been in warehousing some 40 yrs.:

C. C. Trask, Chicago; C. H. Behre, New Orleans, La.; F. J. Roos, Davenport, Iowa; P. C. Hyson, Omaha, Neb.; W. D. Sammis; Alex Moir, New York; C. A. Martin, Nashville, Tenn.; R. A. Adams, New York; W. B. Mason, Providence, R. I.; H. S. Paull, Milwaukee, Wis.; S. H. Vernal, Chicago; Sam Spear, Washington, D. C.; R. V. Weicker, Denver; Jack Tullock, Chicago; S. Drapkin, New Orleans; C. D. Allman, Chicago; J. R. Goodfellow, Seattle, Wash.; W. W. Wilson, Brooklyn, N. Y.; H. L. Trask, Kansas City, Mo.; L. A. Bailey, San Francisco, Cal.; S. E. Davis, Philadelphia; C. L. Shaub, Pittsburgh, Pa.; A. F. Saunders, Philadelphia; L. M. Johnson, Chicago; W. H. Rathert, Chicago; J. A. Geisz, Philadelphia; Mrs. A. H. Greeley, Cleveland; C. F. B. Tippet, Toronto, Can.; Mrs. E. M. Lee, Chicago; J. F. Nickerson, Chicago; Dr. Mary Pennington, New York; R. C. Stokell, New York; J. R. Shoemaker, Elmira, N. Y.; F. W. Berry, Cincinnati; D. M. Liddle, Des Moines, Ia.; L. H. Robinson, Des Moines, Ia.; Edward Wuichet, Dayton, Ohio; and Mrs. O. C. Taylor, Seattle, Wash.

The following past presidents were present and were introduced: W. W. Morse, Minneapolis, 1920-1924; H. C. Herschman, St. Joseph, Mo., 1929-1931; Elmer Erickson, Chicago, 1931-1933; Vallee O. Appel, Chicago, 1933-1934; Sidney A. Smith, Chicago, 1934-1935; D. S. Adams, Kansas City, Mo., 1936-1937; and G. F. Nieman, Pittsburgh, 1939-1940.

The second day was also a general meeting whose program covered not only national defense but many other important questions of interest to business in general.

The Speaker's table arrangement at the annual dinner of the A.W.A.



PRESIDENTS OF THE American Warehousemen's Association



James A. Green
1891-1892



F.A. Warner
1892-1894



Philip Godley
1894-1896



H.P. Campbell
1896-1898



W.T. Robinson
1898-1907



Albert M. Read
1907-1909



Homer McDaniel
1909-1913



George S. Lovejoy
1913-1919



James F. Keenan
1919-1920



Willard W. Morse
1920-1924



Gardner Poole
1924-1927



J. Edgar Lee
1927-1929



H.C. Herschman
1929-1931



Elmer Erickson
1931-1933



Vallee O. Appel
1933-1934



Sidney A. Smith
1934-1935



W. J. Rushton
1935-1936



D.S. Adams
1936-1937



L.B. Kilbourne
1937-1938



D.H. Van Name
1938-1939



G.F. Nieman
1939-1940



G.K. Weatherred
1940-

P. D. Houston, chairman of the board, American National Bank, Nashville, Tenn., and president of the American Bankers Assn., stated in his speech, "Challenge of Defense," that business must do its utmost to facilitate the progress of the rearmament program. "Any failures will be promptly blamed on business by the alibi boys," he asserted. "It is our duty so to act and perform, that delays may be minimized and the least opportunity be given for the extension of the Government's powers over business under the guise of getting action.

"The question posed by the defense emergency is," he declared, "can democracy move fast enough? It must move fast enough, if it is to survive."

DeWitt M. Emery, president, National Small Business Men's Assn., in his talk, "How Did America Get That Way?" warned that business must be vigilant in order to retain free enterprise and that unless businessmen stopped chasing dollars and paid more attention to what was going on at Washington, there was little excuse for their complaints about Government spending, the labor

laws, etc. As regards the question of Government spending, Mr. Emery reminded the meeting that businessmen were at fault in fostering such spending when it benefited themselves, their industries or their communities.

Ted V. Rodgers, president of the American Trucking Associations, Inc., Washington, D. C., in his talk, "Our Motor Transportation Problems," stressed on 3 problems that exist in road transport, namely: State laws governing the sizes and weights of motor vehicles and the need for uniformity; the loss of profits occasioned by com-

petition of the railroads which have been attempting to reduce l.c.l. rates and ratings; and the elimination of State laws that tend to slow up the work that motor trucking is performing and will in the future perform in the interests of national defense.

S. M. Haslett and W. W. Morse were given honorary life memberships in the association, president Weatherred presenting each with an engraved certificate from the board of directors.

Defense Warehousing

Harry D. Crooks, whose speech on "Warehousing in the National Defense Program" was slated for the opening of the afternoon session on Wednesday, could not attend. Sam Spear read his speech in which Mr. Crooks stated that the defense program would require considerable warehousing, directly or indirectly, as a result of concentration of raw materials and finished products. "As my title suggests," he stated, "I can only suggest and advise, and my duty is first to the Government and secondly to the industry. If any element of the industry is found not to be playing fair, I must protect the Government, even if my own warehouse interests or those of my best friends are involved—'My sword can know no brother.'"

The warehousing situation, as it has so far developed, he continued, falls into 4 groups or headings:

1—Storage of raw materials as defense reserves to be used eventually by manufacturers on Government contracts. Rubber, tin, manganese, ore and nitrate of soda are typical materials.

2—Storage of raw materials for use by Government in their own plants—Hemp for the Navy is typical.

3—Storage of finished products to be ready if we are involved in war by attack of aggressors. Hospital equipment, gas masks, clothing, weapons and ammunition come under this heading.

4—Storage of material which our Government is handling for Great Britain, such as the Australian wool.

The various departments of the Government have been called on to help coordinate their warehousing activities. The magnitude of the space needs, for example, of the Army and Navy, is amazing. Some of these demands for space are suitable for handling by public warehousemen, but some require buildings to be staffed by Government personnel. Continuing, Mr. Crooks said:

"I am of the firm opinion that space now operated by public warehousemen, both cold and general merchandise, should be used wherever practicable. Next, that available and suitable vacant buildings, which can be readily

adapted for merchandise storage should be made use of. Then and only then, should thought be given to building temporary storage space for defense needs."

If it comes to any warehouseman's attention that some apparently unnecessary warehouse building is being contemplated by any Government agency, we trust you will immediately let us know, and we will thoroughly investigate the matter.

We learned during the last war, that railroads could run into serious congestion because of lack of due consideration of warehousing and proper planning for the handling of large consignments of merchandise both as to Seaboard and Inland concentration points. This, we hope, our office will help to prevent during the present emergency.

Recently, I was able to arrange a meeting between members of the cold storage group and the Army officials, who have to plan the cold storage facilities in connection with the new Army camps. The group was satisfied that the facilities to be built by the Government were only to take care of a few days consumption of perishables at each camp.

Warehousing, for the longer term, it is expected will be handled at distribution points in the normal manner.

We are much interested in securing a certain type of coordination between the Surplus Marketing Administration and the Bonding Companies looking toward the Government securing low-cost general coverage for warehousing performance bonds in similar manner to which the fire insurance on the British Government wool has been handled.

At present, the charges for performance bonds appear to be high to many warehousemen, and may be reducible to a much lower figure. It will be our hope to secure some relief for the warehousemen in this matter, which is of interest to both the cold storage and general merchandise groups.

Such a result would be helpful to the Government as well as the warehousemen, as it will allow lower storage rates on surplus commodities. Should the bonds be arranged for on what may be termed a wholesale basis, everyone should benefit thereby.

I believe in the public warehouse industry as an accomplished and efficient element of transportation. I hope that the Government will be persuaded to use these facilities whenever possible. I hope that the rates charged by the warehouses will be fair without any hint of profiteering, and that the Government agencies will be willing to pay such fair rates.

Our office will give careful attention to all correspondence from warehousemen and will welcome personal visits if any come to Washington.

Think of us as liaison officers between warehouse industry and the Government agencies. We will be just as helpful as we possibly can be, remembering always that the decision of the Advisory Commission, of which we are a part, must take precedence in any possible conflict of opinion."

Army Foods

In his speech, "Procurement and Distribution of Food Supplies to the American Army," Lieut. Col. Paul P. Logan, U. S. Army quartermaster corps, pointed out that there are 39 components in the garrison ration, a day's portion of which for one man weighed 6½ lbs. and occupied 1.9 cu. ft. Forty-one per cent of this daily ration was perishable and 30 per cent required refrigeration. He also stated that no commercial warehouses would be needed for these supplies, because each post had storage space for non-perishables for from 30 to 90 days and for re-

frigerated foods for one week. However, he continued, his corps had made a survey of private storage facilities for the sake of emergency.

M. J. Gormley, executive assistant, Assn. of American Railroads, Washington D. C., in his speech on "The Railroads and National Defense," reminded the warehousemen that the railroads are prepared to handle any peak in the traffic load. The railroads have spent billions on improvements since 1923 and are, as a result of the poor experience of rails during the last war, fully prepared to cope with any bottleneck situation that may arise. This is being handled now and will be handled likewise under a full emergency through the cooperation on the part of shippers in preventing delays to cars at loading or unloading periods. At the very highest, Mr. Gormley stated, the defense program would add no more than 4 per cent to the average car loadings in 1940, and adding another 4 per cent for the limit of increase in commercial traffic, he stressed that the increased business could be very easily handled.

Government Ownership

The last speaker before the general sessions on Wednesday was Donald D. Conn, executive vice-president, Transportation Assn. of America, Chicago. Mr. Conn stated that his association was dedicated to the preservation of private industry and that nearly 4000 corporations, its members had joined together for the purpose of combatting Government ownership of transportation and of developing a sound economic alternate thereto. "Because the national defense effort contemplates a certain necessary centralization and regimentation," he continued, "we must be all the more alert lest such a program superimposed upon an economy shattered by excessive debt, failing experiments, unemployment and distrust, be used to complete a pattern of absolutism, and to destroy the enterprise system for all time.

"During the past 15 yrs." he stated further, "it has been my personal privilege to study somewhat carefully the plan of propaganda which preceded the capture of the Russian Government by Trotsky and Lenin; the methods used to overthrow the Kerensky regime, and the programs of Nazism and Facism in Germany and Italy. In each instance these ideologies were constructed around a common denominator, namely, control over transportation and public service institutions. In each case the aim was first to secure such control over these essential instrumental-

ties and having accomplished this, control over a great country was only a question of days and weeks."

Mr. Conn continued:

"Confronted, as we are, with a wartime economy, we must be all the more on guard against Government take-over of essential industries. We consider the transportation industry to be the 'spearhead' in preserving the enterprise principle for all major business. What, then, would bring about Government ownership of transportation under present conditions? There are four possible excuses or reasons:

First, the breakdown of service;

Second, regulation which discriminates, or prefers one class as against another, or which creates undue burdens of cost which public revolt refuses to absorb;

Third, an excess of plant of all types with resultant capital outlays upon which a reasonable return cannot be realized; in other words, the principle of private enterprise and competition carried to a destructive degree;

Fourth, a Government in desperation; a leadership which refuses to be realistic and which continues to ignore the basic rules of mathematics—in other words, the take-over of industry and the capitalization of its assets to pay for the war.

Let me discuss each possibility: There will be no breakdown of service. We have more facilities than the domestic and war-time economy can possibly use. In the last World War only the railroads were available. There was no centralized direction nor coordinated control among them. Now, we have the Car Service Division and its vast network of Advisory Boards. Railroads are fortified not only with adequate equipment and excellent management but their public relations are so adjusted as to challenge nationwide support of shippers in an overnight period. In addition to this essential "mass transport" facility, we have 2,600 waterlines, about 3,900 interstate bus companies, 23 airlines and over 40,000 companies engaged in highway transport. There can be no excuse for the take-over of transportation due to inadequate service.

In speaking of discriminatory or preferential legislation, I refer particularly to the demands of the rail brotherhoods for statutes such as full-crew bills, the limitation of freight trains to 70 cars, vacations with pay, and so on down the line. Federal train limit legislation means Government ownership because the shippers of this country will rebel against the cost if it is added to the freight rate and the railroads will be unable to secure new capital in any other direction. You can visualize what it means when a railroad has invested \$150,000 in a locomotive capable of hauling 140 cars and then is required to use this locomotive on a trainload of only 70 cars. Perhaps 40 per cent of the capital in the locomotive is wasted and two locomotives will be necessary in the place of one. Yard capacity must be enlarged and other main lines constructed to meet the requirements of such a bill. There is definite possibility that the cost incident to such demands on the part of rail labor can very easily bring Government ownership.

I have already spoken of the excess of plant but to emphasize the trend in this direction (I speak of transportation as a whole) probably 40 per cent of the carriers of the country are doing little more than paying their first mortgage bond interest. This cannot continue forever. The sources of private capital, especially for the railroads, is slowly but surely drying up. Here is a practical problem that must be solved if we are to avoid Government ownership.

As to the 4th consideration: While it is dangerous in these times to make predictions, it is, nevertheless, well to anticipate trends before we are actually confronted with a given situation. In the next 2 yrs. we may see a determined effort to absorb public utilities and transportation agencies, presumably because of the war situa-

tion, but actually for the purpose of completing the pattern of the "ism" which has been creeping over this country for the past 8 yrs.

For a decade we have refused to defray our expenses of Government through taxation, but pay-day is right around the corner. We are confronted with inflation and taxation never before dreamed of. However, if we take a leaf out of the book of past experience, every ingenious scheme for paying the federal debt and the war bill will be resorted to before the full burden is thrust upon the average citizen. This may bring Government ownership of transportation. And we must be on the alert to combat such a catastrophe."

The convention ended its proceedings with a general meeting on Friday afternoon, at which Ralph Bradford, secretary of the Chamber of Commerce of the United States, delivered a paper, entitled "Today's Challenge to Business Organizations;" reports were given by Wilson V. Little as general secretary, by W. A. Morse, general treasurer, by W. T. Justice, A.W.A.'s national councillor, Chamber of Commerce of the United States, and by various committees.

New General Officers

R. H. Switzler, president of the St. Louis Refrigerating & Cold Storage Co., St. Louis, was elected general president; Horace C. Avery, Union Terminal Warehouse Co., Jacksonville, Fla., outgoing president of the merchandise division, was elected general vice-president; W. A. Morse, Security Warehouse Co., Minneapolis, Minn., was re-elected general treasurer.

The following companies received charter membership certificates: Haslett Warehouse Co., San Francisco, (accepted by J. W. Howell); Manhattan Refrigerating Co., New York City, (accepted by Frank A. O'Hara); and Union Storage Co., Pittsburgh, Pa., (accepted by G. F. Nieman). Certificates were also awarded to the following, none of whom were represented: Wakem &

McLaughlin, Chicago; Louisville Public Warehouse, Louisville, Ky.; and the Riverside Storage & Cartage Co., Detroit.

Mr. Bradford in his speech stated that the world trend away from freedom is the greatest challenge that businessmen and organizations now have to face. "What man has always sought," Mr. Bradford continued, "has been a maximum of freedom and the minimum of government necessary to protect and insure it. That states in simplest terms the essence of the so-called social contract. But that contract is not always operative. Today the whole world is on a swing of the social pendulum that threatens the complete submergence of the individual in an apotheosis of statism.

"We can't defend this country with nice phrases and self-deception," Mr. Bradford said, "but only through sacrifice, self denial, and the toughness of fiber that has been wanting in our makeup in recent years."

Mr. Little reported a total membership in both divisions of 660, of which the refrigeration division has 221 warehouses and 76 branch houses for a total of 297; and the merchandise division, 329 warehouses and 34 branch houses for a total of 363.

Mr. and Mrs. Weatherred were presented at the annual dinner on Thursday night, attended by more than 900, with a silver service in recognition of his services to the association. D. S. Adams, Adams Transfer and Storage Co., Kansas City, Mo., who presided, made the presentation.

For the part it had taken in publicizing the Golden Jubilee, *D and W* was given a vote of thanks by the general session at the close of the convention.

Merchandise Division

THE 3rd day of the convention was devoted to separate meetings of the merchandise and refrigeration divisions. The merchandise division meeting was presided over by president Horace C. Avery, who in the opening address deplored the competition in rates between the motor trucks and the railroads, a situation that was curtailing distribution business in warehouses. He also warned against expansion in warehousing expected from the national defense program, predicting a reaction.

Wilson V. Little, executive secretary, reported a membership of 363 in 1940.

A. Lane Cricher, Washington, D. C. counsel of the association, reviewed briefly some of the major activities that had in the past year been participated in. Among these had been Ex Parte 104, Part 6, in New York, the Foreign Trade Zones Act, matters of a traffic nature such as cancellation of Rule 23 from the Official Classification, and setting up of rates and charges for the reforwarding of package car freight with preference to shippers reforwarding by rail, and the split delivery tariffs of the railroads. He reported that A.W.A.'s opposition to such tariffs were so sufficiently successful that some of



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MACK TRUCKS

One to 45 Tons and all "Heavy Duty". Gasoline or Diesel.

Chassis prices now start at \$625.



IN MANY of the advertisements and listings of warehouses in this magazine, you will find the words "A.D.T. Service."

To the shipper, this statement means that such warehouses are alive to their responsibility for safeguarding the goods entrusted to their care and therefore are providing the most modern and efficient fire and burglary detection and reporting systems that science has devised.

To the warehouseman, it means peace of mind and sense of security in the knowledge that the danger of serious loss through fire or burglary, with the consequent possibility of costly legal actions and loss of customer confidence, is minimized.

And in these times, A.D.T. Protection is even

more important to a warehouse, and to its customers, than ever before. For today, in addition to all the hazards of normal times, there is the ever-present threat of sabotage in warehouses storing goods or materials directly or indirectly affecting our national defense program.

A.D.T. Electric Protection Services include: Sprinkler Supervisory and Waterflow Alarm; Aero Automatic Fire Alarm; Manual Fire Alarm; Central Station Watchman's Reporting Service; Burglar Alarm; Holdup Alarm.

In many cases adoption of A.D.T. Protection results in immediate and substantial savings, by making it possible to revise or eliminate other more costly but less effective protection measures.

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Controlled Companies of **AMERICAN DISTRICT TELEGRAPH CO.** 155 Sixth Avenue, New York, N. Y.
CENTRAL STATION OFFICES IN ALL PRINCIPAL CITIES OF THE UNITED STATES



Electric Protection Services
AGAINST FIRE · BURGLARY · HOLDUP
A NATION-WIDE ORGANIZATION

the carriers withdrew their tariffs, while others eliminated therefrom the absorption of the unloading charge that was to be applied when goods were reforwarded by rail. At the request of the I.C.C., the A.W.A. has participated in Docket 28420; this is an ex parte investigation by the Commission, instigated by the Port of New York authority, into the warehousing practices of the railroads at the North Atlantic ports other than New York.

"Our Government, through its various agencies," Mr. Cricher warned, "may shortly get more and more into the purchase of huge amounts of commodities, and the storing of them for war purposes, or for economic purposes now and later, arranging for credits upon commodities stored by or under Government jurisdiction, or with Government participation; in this we may find further tendency toward price control or some kind of regulation. Considering the decisions of our highest court during the past several years, there is little question of Federal authority in this regard. Should that situation develop, particularly along lines that may be somewhat contrary to the natural law of supply and demand, we may find, during the emergency at least, a situation where, with and under the various labor and other enactments on our statute books, we will have all of the old N.R.A. regulations that we used to consider, with few, if any, of the benefits flowing therefrom. I don't hesitate to say that we should pay close attention to these trends.

"I think this is rather a conservative way of putting it. It occurs to me that during the coming year, and perhaps for a longer period, it may be that our execu-

tive committee, or perhaps some special committee regarding Government relations, or defense needs, might well weigh carefully the developments as they occur, with a view to adopting the best action to be taken for our protection. It may develop slowly and it may happen rapidly."

Under the heading, "Warehousing in the National Defense Program," a discussion led by D. L. Tilly, New York Dock Co.; W. W. Huggett, North Pier Terminal Co., Chicago; and J. W. Howell, Haslett Warehouse Co., San Francisco, Cal., brought out the following facts. Mr. Tilly stated that inasmuch as the Government does not have an intimate knowledge of the ware-

4 walls for the storage of commodities and that some missionary work is needed to reveal the servicing features that are available. Vacant properties and other buildings not fitted for modern warehousing are competing at rates that are particularly harmful to the welfare of legitimate warehousing. Somewhat the same view was expressed by Chas. C. Daniel, Jr., Central Storage Co., Kansas City, Mo. Clem D. Johnston, Roanoke Public Warehouse, Roanoke, Va., disclaimed any need for disturbance over the defense storage that might be possible, stating that a recent study revealed that the defense needs for storage would require but 15 per cent more space. The boom in business generally should be concentrated on.

In his report as chairman of the Law and Legislative Committee, LeRoy D. Owen, Westland Warehouses, Inc., Los Angeles, Cal., cited the decision of the U. S. Supreme Court upholding the Walsh-Healy Act, known also as the Fair Labor Standards Act. This Act prohibits the employment of children under 16, but its chief purposes are to fix minimum wages and maximum working hours for all workers whose products enter interstate commerce. Mr. Owen also cited the Illinois warehouse law with its licensing and liability provisions as a model. Warehousemen were cautioned to watch carefully Senate Resolution 92, which would give the Federal Government title to all submerged lands. This is of particular interest to warehouses with property at tidewater.

At the close of his paper, Mr. Owen issued a warning on taxation and said: "If the defense program is to be pursued to a successful conclusion and paid for by taxation, the source of that taxation



J. W. Howell, president of Merchandise Div. of A.W.A.

housing business, it should be made aware of its needs; these should be translated in warehouse terms, so as to be thoroughly understood. Mr. Huggett stressed the need of organizing a plan of revealing the warehouse services that are available. He suggested that committees of warehousemen be formed in the large centers, each with a secretary who would help the defense commission if and when it desired information or space for storage in any of those centers. He objected to the misinformation often passed on to Government officials from real estate men and chambers of commerce. Mr. Howell stated that emergency was an overworked word and that he was convinced that it would always be with us. He also stated that regulation of warehousing was here right now and was not just a threat.

A. B. Efroymson, National Terminals Corp., Cleveland, deplored the fact that so many in Government service look upon warehousing as nothing more than



Clem B. Johnston, vice-president of Merchandise Div.



R. M. King, re-elected treasurer of Merchandise Div.

and revenue must be protected. The question of excessive taxation and the burden which it has placed on business is now acute and, in my opinion, is seriously challenging the future of our economic and social life."

Jay Weil, Douglas Public Service Corp., New Orleans, La., chairman of the Committee on bonded warehouses, stated that his committee during the past year had found it increasingly difficult to obtain relief from governmental agencies concerned with the supervision and regulations of public bonded warehouses and merchandise stored therein. The licensing of class 2 space continues no matter how much class 2 and class 3 space is already in existence and no matter what the requirements of the commerce of the region might be. The licensing of class 3 space continues without any restrictions whatsoever. He also reported that unfair and injurious practices in connection with the salaries of storekeepers continue to operate against warehouses employing full time storekeepers. In practically all ports of entry, it is the custom of the Government to carry spare storekeepers and prorate their salaries against the bonded warehouses, the spare men being used to replace the men on vacation or absent on sick leave. The storekeepers on vacation receive their regular pay. The worst injustice connected with this is that private bonded warehouses or warehouses using part time storekeepers are not charged with any part of this prorated salary expense.

Water Transport

The opening of the afternoon sessions of the merchandise division on the 3rd day was featured by a report of W. F. Long, S. N. Long Warehouse, St. Louis, entitled "Warehousing Practices of Transportation Agencies at River and Lake Ports." In this, Mr. Long cited the interest now being shown in the movement of merchandise by water and its future growth, fostered by Government aid and bank loans. He stated that banks are lending 100 per cent on barges. All of this means tonnage in increasing volume and an increased percentage of business for merchandise warehouses. Mr. Long also made reference to the Transportation Act of 1940 which puts water carriers under the jurisdiction of the I.C.C. and thereby subject to control as to voluntary storage practices which heretofore have lacked proper policing.

E. V. Sullivan, in his report as chairman of the committee on ocean and gulf ports, stressed on efforts of his committee to get the railroads at the port of New York to

obey the mandate of the I.C.C. in Ex Parte 104, Part 6, in which the railroads were ordered to make fair charges for warehousing services. He termed the charges that had been made since, as "merely gestures," the excuse of the railroads for same being based on lack of sufficiently reliable cost studies. Mr. Sullivan hoped that there would soon be handed down by the I.C.C. and the Trunk Line Committee a supplemental decision prescribing definite rates based on cost information developed at hearings by the I.C.C.

H. F. Pratt, Central Storage & Forwarding Co., Chicago, as chairman of the committee on cost accounting and rating procedure, stated that insofar as warehouse rates and services were concerned, there were few that talk the same language and that as a result there was a vital need for some form of standardization when approaching customers on such questions. It would be better for all concerned when customers knew definitely what services were included on rates that were quoted. He also stressed the need for the establishment of a minimum delivery charge for city or will-call deliveries, similar to the shipping charge which is made in many parts of the country. The storer who has a great number of small deliveries would then pay his fair share of clerical and delivery expense, while the expense to a storer who makes a small number of large deliveries would be proportionately less. In regard to this question, Mr. Pratt said further:

"One client may place a carload of canned goods in storage and withdraw it in lots of 100 to 200 cases each, while another may have a car of similar goods and order it out 5 to 25 cases at a time. The cost of handling the latter car is obviously greater than that of the former, but in the ab-

sence of knowledge as to how goods were to be withdrawn, the warehouseman would probably quote the same rate for each lot. A minimum delivery charge would solve the problem of placing the burden of increased delivery expense where it belongs."

"Materials Handling and Its Relation to Warehousing" was the subject assigned to M. W. Potts, materials handling editor of *D and W*. Mr. Potts used chart illustrations to show how savings could be made in the cost of handling materials in warehouses through the use of modern labor-saving equipment. He revealed that a very definite trend towards the use of pallet shipments is under way amongst some of the largest shippers and users of warehouse space and that as a result, serious consideration must be given by warehousemen to being prepared for shipments of this kind. Considerable discussion occurred on the pallet question, so much so that it was decided to appoint a committee to go into the matter more thoroughly.

New Officers

J. W. Howell, secretary and manager of the Haslett Warehouse Co., San Francisco, was elected president of the merchandise division; Clem B. Johnston, operating executive of the Roanoke Public Warehouse, Roanoke, Va., was elected vice-president; R. M. King, president of the King Storage Warehouse Co., Syracuse, N. Y., was re-elected treasurer. Directors elected to serve 3 yrs., were as follows: W. B. McKinney, president of the Merchants Warehouse Co., Philadelphia; Wilfred F. Long, manager and operating executive, S. N. Long Warehouse, St. Louis, Mo.; and H. W. Danskin, vice-president of the Manning Warehouse & Transfer Co., Portland, Ore.

Refrigeration Division

THE refrigeration division had 3 sessions, 2 on Thursday and one on Friday morning. R. M. Hagen, California Consumers Corp., Los Angeles, Cal., the division president, presided. The highlight of the first session was the report of the research advisory council, consisting of 7 members of which only one was not present, namely, Dr. F. W. Allen of the University of California. The other members of the committee are as follows: Dr. D. W. Tressler, Agricultural Experiment Station, Geneva, N. Y.; Professor B. E. Proctor, Massachusetts Institute of Technology, Cambridge, Mass.; Dr. H. C. Diehl, Frozen Food Laboratory, U. S.

Dept. of Agriculture, Albany, Cal.; Professor W. L. Mallman, Michigan State College of Agriculture, East Lansing, Mich.; C. O. Bratley, U.S.D.A. pathologist, New York City; and Dr. W. H. Cook, National Research Council, Ottawa, Can.

A. T. Hampson, Merchants Cold Storage & Warehouse Co., Providence, R. I., as chairman of the research committee of the refrigeration division, reported that through the help of the 7 members of the research advisory council, the members could expect considerable progress through studies in the coming year towards the development of more products for re-

frigerated storage. Each member of the advisory council is an eminent specialist in his field of endeavor.

The report of the research committee incorporated studies by each of the scientists. Dr. Tressler covered studies of the vitamin content of fresh and frozen vegetables and fruits, and the effect of the different processes of preparing foods for freezing on their vitamin content. This work during the past year has expanded to include vitamin B₁ (thiamin) and riboflavin. The storage studies indicate even more clearly than before the importance of maintaining vegetables and fruits at temperature of zero degrees Fahrenheit or below, if losses of vitamins are to be prevented.

Professor Proctor was quoted from a previous report on his study of English gas-tight steel chambers for refrigerated egg storage in carbon dioxide. Oxygen is completely excluded and the eggs are satisfactorily maintained in carbon dioxide atmospheres with a relative humidity just below the saturation point. Mr. Proctor also touched on the use of carbon dioxide ice by the florist industry in keeping blooms fresh.

Dr. Allen reported on the studies that are continuing on holding fresh fruits in atmospheres of carbon dioxide. Tests during the past season have been primarily those with peaches and pears. As a result of the tests, it appears that peaches held in CO₂ atmospheres should be well matured before storing, as some of the fruit harvested at a rather immature shipping stage of development failed to ripen satisfactorily.

Mr. Bratley reported on studies now in progress at New York City on disorders affecting 3 kinds of sub-tropical fruits during storage on the market. Results of storage



R. M. Hagen, re-elected president of
Refrigeration Div. of A.W.A.

on these fruits are frequently disappointing.

Dr. Cook reported on temperature control and stated that the problem appears to lie in developing a satisfactory distribution of the air. The most satisfactory air distribution system, he stated, would be one that would force the air to pass through the stack, the stack itself offering sufficient resistance to distribute the air without seriously reducing the air flow, a frequent occurrence when rooms are filled with perishables.

Professor Mallman reported on studies that have been made to control mold growth on shell eggs through the maintenance of low humidity. Unfortunately, under these conditions, moisture is taken from the eggs and shrinkage results. If, on the other hand, relative humidities of 90 per cent are maintained, a marked lessening of shrink occurs but a moisture film forms on the eggshells and surfaces

of the case with the result that mold mycelia develops and spoilage may result. To allow the use of high humidity, Mr. Mallman reported that a process had been developed for treating the fillers and flats with a chemical agent that gives off a mycostatic vapor which envelopes the eggs and prevents mold growth. The chemical is Dowicide G (sodium penta chlorophenate) in a concentration of approximately 4/10 per cent of the dry weight of the paper stock.

Dr. Diehl reported on research that had been made on the freezing preservation of apples, fruits, poultry and vegetables, as well as on 5 varieties of edible soy-beans.

Dr. Tressler addressed the meeting, his subject being "Refrigeration in the World of Today and Tomorrow." Refrigeration, he stated, has contributed as much or more than any other industry to modern civilization, having an important bearing on making more luxuries available, better health, etc. "Were it not for refrigeration," he continued, "the market for fish and shellfish would be restricted to regions within 24 hrs. transportation from the localities where the catch was made." As to the future, Dr. Tressler stated, the time will come when little if any distinction will be made between "strictly fresh" and "cold stored" foods. This will be accomplished through improved methods in the selection of raw material, their preparation for freezing, transporting and marketing, as well as through research to determine how present practice may be improved.

The 2nd session was opened with a report from William Broxton, who was elected an honorary life member of the Association of Refrigerated Warehouses. Mr. Broxton, who is associated marketing specialist, Agricultural Marketing



Six of the 7 members of the Refrigeration Division's research advisory council who were present at the meeting. Reading from left to right, they are: Dr. D. K. Tressler, Agricultural Experiment Station, Geneva, N. Y.; Dr. W. H. Cook, chairman, National Research Council, Ottawa, Canada; Professor W. L. Mallman, Michigan State College of Agriculture, East Lansing, Mich.; Professor B. E. Proctor, Massachusetts Institute of Technology, Cambridge, Mass.; C. O. Bratley, U.S.D.A. pathologist, New York City; and Dr. H. C. Diehl, Frozen Food Laboratory, U.S.D.A., Albany, Cal.

Service, U. S. Dept. of Agriculture, Washington, D. C., described how his department for the past 20 yrs. has conducted its reporting work on cold storage holdings of food stocks and other vital information needed by industry.

Frank A. O'Hara, Manhattan Refrigerating Co., New York, related his experience when attempting to get business on Government bids. In some instances, he stated, only 2 days were allowed for submitting bids, but even when same was followed out, the bids were returned because it was claimed they lacked certain detailed information and had failed to include

insurance on the commodities to be stored. This situation has been improved, he stated, and as a result, cold storage warehousemen should experience much better relations with the Government on such business.

E. E. Hesse, U. S. Cold Storage Co., Chicago, chairman of the committee on cold storage costs, reported but one request during the past year for cost finding, and because of the seeming lack of interest in the subject, seriously recommended that the committee be dismissed and no new committee appointed on the subject.

R. M. Hagen and E. G. Erickson,

Central Cold Storage Co., Chicago, were re-elected respectively president and vice-president. Frank O'Hara was elected treasurer.

New members of the executive committee elected for 3-yr. terms follow: C. A. Martin, Noel & Co., Nashville, Tenn.; F. J. Roos, Kohrs Cold Storage Co., Davenport, Ia.; H. A. Gross, Booth Cold Storage, St. Louis, Mo.; and G. D. Allman, U. S. Cold Storage Co., Chicago. Replacements on the committee consist of C. M. Smith, Merchants Ice & Cold Storage Co., San Antonio, Texas; and A. R. Current, Federal Cold Storage Co., Kansas City, Kans.

Chain Meetings

American Chain

The American Chain of Warehouses, Inc., held its 30th annual meeting in the Berwyn Room, Edgewater Beach Hotel, Chicago, Feb. 10. A record attendance of 44 members was had at both the morning and afternoon sessions. The usual "Chain" luncheon was served the members, wives, and friends at noon in the East Room.

Clem Johnston, president; D. S. Adams, vice-president, and J. W. Terreforte, executive secretary, were reelected for 1941. T. L. Hansen, of Milwaukee, was elected treasurer.

New members appointed to the board of directors to serve a period of 3 yrs. were: H. W. Danskin, Portland, Ore.; Willard A. Morse, Minneapolis, Minn.; K. G. Schuman, Syracuse, N. Y.; and R. B. Young, Savannah, Ga.

The board of governors consists of the president, vice-president, treasurer and the following: B. L. Bertel, president, Union Storage & Transfer Co., Fargo, N. D.; H. W. Danskin, vice-president and manager, Manning Warehouse & Transfer Co., Portland, Ore.; A. B. Drake, president and treasurer, Lehigh Warehouse & Transportation Co., Inc., Newark, N. J.; Elmer Erickson, vice-president and general manager, Midland Warehouses, Inc., Chicago; W. E. Fessenden, owner and operator, California Warehouse Co., Los Angeles; S. M. Haslett, president, Haslett Warehouse Co., San Francisco; Theo. F. King, manager, Arrow Transfer and Storage Co., Chattanooga, Tenn.; H. L. Love, manager, Security Storage and Commission Co., Salt Lake City, Utah; Willard A. Morse, secretary-treasurer, Security Warehouse Co., Minneapolis; K. G. Schuman, treasurer and general manager, Great

Northern Warehouses, Inc., Syracuse, N. Y.; Gus K. Weatherred, president and general manager, Dallas Transfer & Terminal Warehouse Co., Dallas, Tex.; and R. B. Young, president, Savannah Bonded Warehouse & Transfer Co., Savannah, Ga.

Western representation is handled by W. J. Marshall at Chicago; eastern representation by J. W. Terreforte at New York City.

Allied Distribution

Allied Distribution, Inc., held its 8th annual meeting at the Edgewater Beach Hotel, Chicago, on Feb. 10. There were 20 members and guests present. At a luncheon in the Michigan Room, there was an attendance of 27, some of whom were the wives of the members.

A definite program of expansion of sales activities was adopted, involving coverage of more territory and increase in publicity. The desirability of Government business was questioned. A majority of the members present voted against a plan to maintain a sales representative in Washington, D. C. This action was based on recent evidence that the owners and operators of distress property are bidding below average operating cost of a legitimate public warehouseman and, therefore, no attempt should be made to compete. The way was left open for reconsideration of this business, if and when there is evidence that this business might be obtained at a rate that will show some margin of profit.

The following directors were elected: Wellington Walker, president of Griswold-Walker-Bateman Co., Chicago; J. D. Beeler, vice-president, Mead Johnson Terminal Corp., Evansville, Ind.; E. H. Maxwell, president, Independent Warehouses, Inc., New York; J. R.

Goodfellow, president, Olympic Warehouse & Cold Storage Co., Seattle, Wash.; Ben Silberman, president, Houston Central Warehouse Co., Houston, Tex.; W. D. Leet, president of Allied Distribution, Inc., New York; and Frederick Stanton, vice-president of Allied Distribution, Inc., Chicago. Both Mr. Leet and Mr. Stanton were reelected, as was E. Scott Johansen, secretary-treasurer.

Associated Warehouses, Inc.

At its 7th annual meeting held at the Bismarck Hotel, Chicago, Jan. 17-18, Associated Warehouses, Inc., elected the following officers for 1941:

President, George Lacay, president of Midtown Warehouse, Inc., New York City and Jersey City, N. J.; vice-president, S. J. Lusby, vice-president of Rutger St. Warehouse, Inc., St. Louis; treasurer, R. J. Mayer, president of the Central Storage & Van Co., Omaha, Neb.; and executive secretary, Marguerite C. Schlitt, Chicago.

From the standpoint of attendance and results accomplished, the A.W.I. meeting was unusually successful. Members were present from all sections of the country and in view of the importance of the warehouse business in the National Defense program, an even more aggressive policy of sales-minded service has been adopted than that followed in past years.

As a result, A.W.I. is prepared to meet changing conditions with the flexibility which will be required to serve industry throughout the country during the coming months.

Clyde Phelps continues as western manager at headquarters at Chicago, and J. Taber Johnson remains eastern manager with offices in New York.

Distribution Service

A. L. Fischer, Atlas Storage Co., Milwaukee, Wis., was reelected president of Distribution Service, Inc., at its annual meeting on Feb. 11 at the Edgewater Beach Hotel, Chicago. All of the other officers were reelected, as follows: H. E. Ward, Bush Terminal Co., New York, vice-president; S. A. Smith, Anchor Storage Co., Chicago, treasurer; and J. G. Temple, secretary.

Besides Mr. Fischer and Mr. Ward, the new board of directors includes the following: L. L. Schwecke, Universal Terminal Warehouse Co., Houston, Tex.;

E. V. Sullivan, Terminal Warehouse Co., Philadelphia; H. K. Houston, United Warehouse & Terminal Corp., Memphis Tenn.; W. B. Carlson, Central Warehouse Co., St. Paul, Minn.; and M. C. Taylor, Taylor-Edwards Warehouse & Transfer Co., Inc., Seattle, Wash. Messrs. Schwecke, Taylor and Carlson are new members of the board.

Interlake Terminals

Members of Interlake Terminals, Inc., met at the Union League Club, Chicago, Feb. 13, with a good attendance.

V. M. Kolly, Crooks Terminal Warehouses, Inc., Chicago, a director of Interlake Terminals, Inc., was in charge of the meeting. R. M. Leicht, Leicht Transfer & Storage Co., Green Bay, Wis., was reelected president. George G. Roddy, Interlake Terminals, Inc., New York City, was reelected vice-president and general manager.

Many matters of importance were discussed, among them, the Maritime Commission as regards waterdock terminals. Plans were formulated as to methods to be used for the solicitation of water-borne shipments in line with Government requirements, etc.

Pa. Orders Minimum Rates for H.H.G.

Minimum rates for hauling household goods by motor truck were ordered by the Pennsylvania Public Utility Commission, which also directed that moving charges be based on the weight of the goods. Scheduled to go into effect March 1, the orders apply to shipments of more than 40 miles.

Dismissing objections to both orders which had been suspended pending final action, the Commission said:

"The minimum rates *** have been the filed tariffs for more than a year of a majority of the motor carriers in interstate commerce. The weight basis has been prescribed by the Interstate Commerce Commission since October, 1939. The weight basis of charges makes for uniformity by eliminating the present charges by the room, by cubic feet, by miles, by truck load or by the hour."

Commissioner Thomas C. Buchanan dissented in both cases.—*Jones*.

Wisconsin Has Effective Peddlers' License Law

A Wisconsin statute, modified by the legislature in 1939, relates to transient merchants, truckers, peddlers, itinerant merchant truckers and public showmen. A new section added in 1939 relates to itinerant merchant truckers, defined as persons who buy and sell any personal property and transport the same upon any highway in a vehicle with a net load of over 3,000 lbs. A person with an "established place of business" is exempt from the necessity of such a license. Previously, all persons except farmers peddling or selling to retail dealers without advance orders were required to have either a peddler's or trucker's license which was \$40 for a year for peddling or trucking with the use of any kind of automobile. The enforcement of this section is

placed in the Wisconsin motor vehicle department, while the enforcement of the other 10 sections of the statute applying is left to the State department of agriculture.

According to the State records, up to June 30th, 1940, a total of \$37,160 was collected under the above statute, which is said to have been somewhat less than was collected in 1939. It is claimed that if full time men could be put to work checking delinquents or defaulters, instead of part time men, the amount collected would be increased considerably, and the enforcement would be made more efficient.—*Hubel*.

Consolidated Freightways Building Oakland Terminal

The California-Nevada division of Consolidated Freightways is building a unique terminal at 24th and Willow Sts., Oakland, Cal. Plans call for a square-shaped platform which will allow for spotting of 6 to 8 trucks or trailers, making possible the simultaneous loading and unloading of 24 to 32 units. The new U-shaped structure, to cost approximately \$60,000 and provide 9,000 ft. of floorspace, will include a 2-story general office building at one end and a modern garage at the other. Space between the office and garage will be a large area for the use of city delivery units.—*Burns*.

Mass. Grants Reciprocal Privileges to Other States

Granting of reciprocal privileges by Massachusetts to truck operators in New Hampshire, Vermont, New York and Delaware, eliminating fees for interstate carrier privileges, was announced in Boston by Wallace G. Kittredge, director of the Massachusetts Commer-

cial Motor Vehicles Division. Similar exemptions will be given Massachusetts truckmen in those states. The agreement will mean savings of \$10 for interstate licenses and \$5 for plates to truckmen.—*Jones*.

Wald Pays Drivers

\$2,800 Bonus

The Wald Transfer and Storage Co., Houston, Texas, has paid \$2,800 in bonuses to its 41 drivers and office workers.—*Grissam*.

Ind. Rate Filing Bill Defeated

House Bill No. 144, requiring household movers to file rates and tariffs with the Indiana Public Service Commission and classify them as common carriers, was defeated by a vote of 42 to 29.—*Kline*.

Davidson and Tidewater Granted Permits

The Davidson Transfer and Storage Co. and the Tidewater Express Lines, Inc., Baltimore, Md., have been granted permits by the Public Service Commission of Maryland to operate motor vehicle freight lines between Baltimore and Fort George G. Meade. The 2 companies were restricted as to the routes on which they should operate and the points at which they could take on freight.

Opposition to the granting of permits was encountered from the railroad carriers. Attorneys for the Baltimore and Ohio Railroad, the Baltimore and Annapolis Railroad and the Pennsylvania Railroad appeared as protestants against the granting of the permits, cross-examining all witnesses on assertions that motor-vehicle service was needed.—*Ignace*.

The NFWA CONVENTION . . .

WITH a registration of 275, the largest since 1934, the 21st convention of the National Furniture Warehousemen's Assn. and the 12th of the Allied Van Lines, closed on Feb. 7th at the Arlington Hotel, Hot Springs, Ark., after 5 days of a very busy and practical program. This 21st birthday party was featured throughout by the red, white and blue color scheme used in the program, the pre-convention Souvenir Birthday issue of the association's magazine, the *Furniture Warehouseman*, and the corsages for the women attending the meeting. A departure from usual convention routine was the issuance of a daily convention edition, containing news of the day edited by Martha Dunlap.

John L. Wilkinson was elected president of the N.F.W.A., succeeding A. D. Bullock. The other officers elected are as follows: vice-president for the Western Region, Frank Payne; vice-president for the Eastern Region, Charles J. Blanck; vice-president for the Central Region, Wm. J. Croul; and vice-president for the Southern Region, Ernest Chadwell. Walter P. Theibault succeeded Oscar W. Kreutzer as treasurer; Joseph Hollander succeeded the late R. J. Wood as secretary. N.F.W.A. directors elected for a 3-yr. term are as follows: Rodney Sprigg, Chester Bradley, Anthony Bullock and Ed. Palmer.

New Nominating Committee

The nominating committee for 1941 consists of the following: Tony Cresto, chairman; Louis Schramm, Eastern Region; George Harris, Southern Region; James Barrett, Central Region; and Fred Nason, Western Region.

Mrs. W. I. Ford introduced R. E. Abernathy as the new president of the Interstate-Trinity Warehouse Co., Dallas, Texas, to succeed her late husband, W. I. Ford.

President Bullock in his report at the opening of the convention stressed on the need of gathering, facing and acting on facts, warning the members that though the next few years will be lucrative

ones and should be made the best of, inflation because of Government spending stands as a threat for the future and should therefore be seriously considered as a dampening influence on any plans for building expansion, etc.

Forrest Cannon, reporting to the members for the first time as executive secretary, stated that storage revenue continues to be the industry's "bread and butter" income, and that where storage volume had declined it was made up for by sidelines. Similarly, local moving losses have been offset by an increase in long distance income. He predicted that taxes would be heavier and that there was one solution to that problem in the future, namely unselfish cooperation. He announced that a new packing and shipping manual is to be developed to supplement the insurance manual made available to the members last year. Prepared storage advertisements and sales helps similar to those available through Allied Van Lines will be prepared to help properly sell storage, local moving, and side-line services.

Walter P. Theibault, chairman of a committee comprising George Butler and Frank Payne, appointed



John L. Wilkinson,
President of N.F.W.A.

to ascertain the wishes of the membership regarding a National summer meeting versus a series of regional N.F.W.A. meetings, recommended the discontinuance of summer meetings to be replaced by regional meetings to be held at strategic locations throughout the Nation, at a desirable time during the Summer of 1941. The recommendation was voted on favorably.

Mr. Theibault's report on national business conditions opened the proceedings on the 2nd day. His talk was inspirational to the extent of warning the members that perhaps they in their resistance to a changing world are holding to the past with a tenacity far too strong for their own best interests. "We must recognize the change that is going on about us," he suggested. "We must take advantage of the benefits wrought by

From left to right—Chester F. Young, Tom Jackson, Nat E. Weiner, Herbert N. Bragg, David V. Murdoch, D. F. Blake, H. S. Webster, Jr., Samuel Cohen, Walter Hasley, Thomas R. McDevitt, Allan C. Williamson, Mrs. Allan C. Williamson, Martha Dunlap, Mrs. Nat E. Weiner, George N. Winkler, and Mrs. E. P. Martin.



(Courtesy, Missouri Pacific Lines)

this change. Then we must have faith... faith in the future, faith in our Nation, faith in ourselves, faith in our business." With industry on the move, he stated, the storage and moving business assumes a new importance. The defense program has caused families to consolidate, spread out, move to new localities, both the induction of men into the armed services, and the general business expansion resulting. His study revealed that over 80 per cent of 100 member warehousemen had had an increase in storage volume in 1940 over 1939. The increases ranged from 1 per cent to 65, with the average being about 20 per cent. He found a general decrease in the local moving business volume.

In his speech, entitled "The Balance of Supply and Demand in the Furniture Moving and Storage Industry," Frank A. Payne warned that many warehousemen who complain of insufficient business are the very ones that sit and wait for business to come to their doors. In the West, he reported, the warehousemen have attempted through advertising campaigns to keep the supply and demand of business balanced. Some operators have even attempted and secured the packing for shipment of manufactured articles that need expert packing and crating in order to properly protect them, both in foreign and domestic shipping.

"Social Trends and Their Effects on Industry" was the subject handled by Hugh G. Walsh. In his report, he predicted that there is no prospect of a return to business conditions that prevailed before the present Government took over control, but that regardless of how beneficial the new laws may be to labor, industry has gone through some trying years in getting adjusted to the new conditions and

with little to show for the effort. His advice was briefly to save the energy ordinarily used up in complaining, towards more constructive efforts to secure business.

In the afternoon session of the 2nd day, advertising and public relations occupied the spotlight. Milo W. Bekins, advertising committee chairman, in his report, "Properly and Profitably Advertising Your Business," warned that advertising should be carried on through good years and bad. "Set aside a modest appropriation—spend it when business is good," he stated, "and it will help carry you over the slow periods when business is poor." Mr. Bekins among many things stressed on being consistent. "Spread your advertisement over a definite period," he advised, "and keep it up year after year."

Mr. Bekins also advised that warehousemen should keep in mind that during the present year and following years, if business remains good, they may be thrown into the excess profits tax bracket and as such, be penalized heavily. Advertising, he advised, is a deductible expenditure and advantage should be taken to build up with its aid not only business but good will as well.

A resolution was passed to limit telephone directory listings to 2, namely Moving (H.H.G. & Furniture) and Storage (H.H.G. & Furniture). Copies of this resolution were sent to the Mayflower Warehousemen's Assn. and the American Warehousemen's Assn.

Public Relations

L. H. Allman, who covered the subject of "Public Relations," gave the members a full measure of his experiences as public relations director of the Fruehauf Trailer Co. His talk was packed with many constructive suggestions on build-

ing up better relations with the public. "The first real public relations counsel, and the greatest of them all," he stated, "had only one idea about the public relations business: Find out what you are doing that is wrong, and then set out to make it right; and let the public know what you are doing about it." He gave another definition: "Find out what people want; give them more of it. Find out what people don't want; give them less of it."

Mr. Allman tabooed criticism, condemnation and judgment and in that regard emphasized on criticism of competition. The best thing is to pay no attention to competitors. "What it is you put your attention upon, that is where your energy flows," he stated. "Do you want your energy to flow into your competitor's business? Our friends, the railroads, have long put their attention on what the motor transport men have been doing—and you know what has happened: We have the railroad problem. Do the things that you know to be right, don't pay any attention to your competitors, and go right ahead."

A business session was held Tuesday night at which laws and legislation were discussed, new officers installed, the new nominating committee elected and other matters attended to.

Joseph A. Hollander, Hollander Storage & Moving Co., Inc., Chicago, as chairman of the laws and legislation committee, reported that though the Walter-Logan bill is dead, having been vetoed by the President on Dec. 18, it is believed that some legislation of the general character of this bill will be enacted during this session of Congress. The Walter-Logan bill provided a method for appealing the decisions or orders of various Federal agencies through the Federal Court of Appeals. Obviously, some sort of measure of this kind is needed to help keep the Administration in check, but efforts are being used to keep such legislation off the books.

Law Enforcement

As regards the I.C.C., Mr. Hollander predicted that the Commission will continue its program of enforcement and would reach some of the smaller operators as soon as the bigger ones had been taken to task. The recent minimum rates prescribed by the Motor Carrier Division for a large portion of the Midwestern territory is considered significant in the light of its possible application in the household goods field. Mr. Hollander's committee is of the opinion in regard to the status of brokers that the latter, who are now by I.C.C. decree permitted to collect reasonable



(Courtesy, Missouri Pacific Lines)

compensation from carriers, are very definitely established in the motor carrier field. Mr. Hollander also stated that a majority of the members feel that they have enough control over packing rates so as to exclude the need of filing their rates with the I.C.C.

The report on the Transportation Act of 1940 indicated rate dissatisfaction with the Government agencies and departments in the use of van services. Mr. Hollander pointed out that some household goods carriers file tariffs lower than those of the members and the question is: will this place those under the Holman tariff at a disadvantage?

Mr. Hollander also reviewed the Soldiers' and Sailors' Civil Relief Bill which has such an important bearing on the collection of charges when services are rendered for men entering either branch of the War Dept. The act places the burden upon those seeking to enforce a civil right to prove that the party they are proceeding against is not in military service. "In view of the foregoing," his report quoted from a legal opinion, "it is my opinion that warehousemen should take some affirmative action in order to safeguard themselves from violating the provisions of this Act. It is suggested that salesmen or other representatives contacting storage accounts make a determined effort to ascertain at the time the goods come into storage whether or not the customer is in military service or proposes to go into military service in the near future.

"In those cases where the storage charges have accrued to a point where the warehouseman would ordinarily proceed to sell such goods and the warehouseman knows that the customer is in military service, it is suggested that the goods be carried in storage until the customer has terminated his military service and for a further period of 3 mos. after the termination of such military service. Accrued charges can possibly be collected at that time and if not, the goods may be sold without danger of violating the Act.

"In those cases where the warehouseman does not know whether or not the customer is in military

service, I suggest that a registered letter be sent to the customer at his last known address, indicating that the goods will be sold on a given date if the charges are not paid. The warehouseman may also state that if he is in military service and notifies the warehouseman of such fact within a given period (10 days), the goods will not be sold until the termination of the military service. This would then attempt to shift to the customer the burden of proof as to whether or not he was in military service and at least evidence a disposition on the part of the warehouseman to comply with the Act."

Mr. Hollander cited the Supreme Court decision against a North Carolina law that taxed out-of-state merchants as an example of improvement in the fight against trade barriers. However, he pointed out, 41 States have regular legislative sessions this year and there will be many bills concerning trucking and reciprocal relations that are dangerous and must be fought.

Some 75 attended the special breakfast meeting on Wednesday presided over by C. Basil Tippet, chairman of the management financial control council.

Value of Trade Data

Mr. Tippet stressed on the value of statistics, especially for the small operator who seems reluctant to use same as a help in the conduct of his business. He pointed to the following as an example of what can be accomplished with trade data: Analysis of the sources of business; price discussions with competitors; stimulating sales efforts by quotas; influence on efficiency of operations; favoring more profitable departments; influence on truck repairs; reduction of accidents, claims and damages; budget control of expenses in advance; peping up personnel by supplying facts; and comparison with other operators with similar problems.

Mr. Tippet also pointed out that many of those interested in the Council are now engaged in working out a common basis for cost analysis, ironing out many of the questions as to variables, etc. His report was in printed form and made up on a basis of questions

and answers, most of which are applicable to the everyday problems that now exist in the conduct of business.

The Allied Van Lines sessions started immediately after the breakfast meeting. President M. W. Niedringhaus made his report, followed by reports of the regional vice-presidents, the secretary, S. J. Beauchamp, Jr., the treasurer, J. H. Meyer, and the general manager, W. H. Collin.

The Allied common carrier status led the discussions, after which a new form of agency agreement and equipment lease was formally adopted.

Improved business was reported with a heavier volume prediction in the future, due to the Defense Program. Mr. Collin summarized statistical and departmental activities. Enthusiasm was indicated in the plans for periodic local round table meetings.

The high standards in maintaining the A.V.L. service have continued to be a high-spot in the group's relations with its shipper customers and others.

In respect to the application of tariff rates, a constant effort will be pursued to see that same are maintained, this applying especially to the movement of household goods by the various Government bureaus and offices. In regard to the latter, the same consideration is asked for that which is accorded general merchandise carriers, namely, no bidding.

On Thursday, the 1941 advertising and sales promotion program was discussed under the leadership of co-chairmen, A. D. Bullock and W. P. Theibault.

In the A.V.L. elections, the executive officers remain the same as last, with the exception that James J. Barrett, Empire Warehouses, Inc., Chicago, succeeds to the unexpired term of director J. L. Wilkinson; Roscoe Carnright, Binyon-O'Keefe Fireproof Storage Co., Ft. Worth and Dallas, Texas, succeeds the late W. I. Ford as vice-president in the Southwest Division; and Ellis Lowry, Alabama Transfer & Warehouse Co., Montgomery, Ala., succeeds E. T. Chadwell as vice-president in the Southeast Division.

Ariz. Tax Catches Truckers Unaware

A new "in lieu" tax which became a constitutional amendment in Arizona some months ago, has given an unpleasant surprise to Arizona operators and to a number of large southern California trucking organizations operating into Arizona, since they have discovered that it increases their personal property tax some 300 per cent.

Apparently this new law went through without the Arizona Motor Transport Assn., or the Southern California operators' legislative representatives in Arizona, realizing its implications for their industry, and now everyone concerned is either blushing or smarting.

Under the property tax rate

which prevailed prior to the new "in lieu" tax, operators paid a sliding scale rate adjusted according to the county in which vehicles were registered; out of State vehicles paid according to the pro rata which their Arizona mileage bore to their total mileage.—Gidlow.

FROM The Capital

Cotton Storage Bid Date Extended

Acting at the request of the Senate Committee on Agriculture which has Senate Bill 262 under consideration, Secretary of Agriculture Claude R. Wickard has announced that the date for acceptance of warehouse bids on storing Government owned cotton has been extended from Feb. 1, to "not later than March 23, 1941."

Secretary Wickard's letter to the Senate Committee on Agriculture follows: "This is to advise you that the date for the acceptance of bids that have been received for the storage of Government stocks of cotton will be postponed from Feb. 1, 1941, to not later than March 23, 1941, in accordance with the request for deferment set forth in a resolution adopted Jan. 23 by the Committee on Agriculture and Forestry.

"This action is taken on the assumption that every effort will be made by the interested persons to expedite a consideration of S. 262." —Manning.

Cooperatives Might Include Warehousing

"Farmers' cooperative marketing associations are facing a period of adjustment which is quite likely to call for a broadening of activities beyond merely merchandising farm products for the best possible price," Governor A. G. Black of the Farm Credit Administration told the presidents and secretaries of the 12 regional banks for cooperatives meeting at Washington, D. C.

He pointed out that many cooperatives were organized for the principal purpose of increasing the price of members' products which they handle, but that conditions have changed materially since these organizations first started in business. Competition has become keener and cooperatives that are on their toes in trying to keep in step with the modern trend of business are finding it necessary to spread their activities beyond those of just selling for the purpose of getting a higher price.

"In the future," said Governor Black, "we will probably see cooperatives include in their activities functions such as assembly, transportation, storage warehousing, and processing of farm prod-

ucts. The cooperative that takes on new services may not make a profit on all of them, but it may find that it will have a net profit as a result of its combined activities. On the other hand, if it continued on a single track endeavor it might find itself out of business before long."

Governor Black said that the cooperatives are finding it necessary to consider their position in terms of what the Federal Government is doing to influence the price of farm commodities and what they are doing. Many cooperatives are beginning to ask themselves whether they are really performing an economic and, therefore, a necessary function. He warned farmers' cooperatives to study the trend of events and urged them to put themselves in a position where they could continue to be of service to their members and not to be found "all dressed up and no place to go." —Manning.

Transport Officials in Advisory Group

Major General Edmund B. Gregory, Quartermaster General, has selected a group of transportation officials as advisors to him on phases of Army transportation problems.

Representative of rail, water, bus and truck, and air transportation agencies comprise the advisory group in addition to Army officials.

Appointed to this advisory group by General Gregory, who is traffic manager of the War Department, are the following:

C. C. Wardlow, chairman, Transatlantic Passenger Conference, New York City; R. C. Morse, Pennsylvania Railroad, Philadelphia; John M. Franklin, International Mercantile Marine, New York City; Harry D. Crooks, Crooks Terminal Warehouses, Chicago; C. R. Smith, American Airlines, Inc., New York City; Arthur M. Hill, National Association of Motor Bus Operators, Charleston, W. Va.; Ted V. Rodgers, American Trucking Associations, Inc., Washington, D. C.; Col. L. W. Oliver, retired, U. S. Army, Washington, D. C.; and Commissioner John L. Rodgers, Interstate Commerce Commission.

General Gregory and Colonel D. C. Cordiner, QMC, Chief of the Transportation Division, of the Office of the Quartermaster General,

are ex-officio members of this group.

The committee at its initial meeting in Washington, discussed the nature of transportation problems. Officials of other Government agencies and transportation bodies joined in the discussion. In attendance in addition to the committee were:

Ralph Budd, Transportation Commissioner, Advisory Commission to Council of National Defense.

Major Joseph S. Crane, Army Liaison, Joint Merchant Vessel Board. Dudley Donald, Principal Examiner, Maritime Commission.

K. W. Fisher, Advisory Commission to the Council of National Defense.

A. H. Gass, Manager, Military Trans. Section, Association of American Railroads.

M. J. Gormley, Executive Assistant, Association of American Railroads. General H. M. Groninger, New York Port of Embarkation.

Gerald Helmholdt, Chief of Division of Operations, U. S. Maritime Commission.

Colonel Charles Hines, C.A.C., Executive Secretary, Army & Navy Munitions Board.

Colonel J. Monroe Johnson, Commissioner, Interstate Commerce Commission.

Lt. Colonel C. H. Kells, Executive Officer, Water Transport Branch, O.Q.M.G.

Captain E. C. R. Lasher, Chief, Commercial Traffic Branch, O.Q.M.G. Commander D. W. Mitchell, U. S. N. Supply Corps.

Huntington Morse, U. S. Maritime Commission.

Lt. Commander Frank F. Reynolds, Naval Operations, Navy Department.

Major F. S. Ross, General Staff, U. S. Army.

Colonel W. H. Sadler, Office of the Under Secretary of War.

Lt. Colonel Joseph W. G. Stephens, Storage Control Branch, O.Q.M.G.

E. R. Troxel, Fuel Transportation Division, Navy Department.

Commissioner Thomas Woodward, U. S. Maritime Commission.

General Gregory, in announcing the appointment of the advisory transportation group at the meeting, outlined 4 lines of study along which the group could operate in an effort to insure that each form of transportation shall operate within its own sphere of integrated and coordinated system. These are:

1. Increase of efficiency of transport in present means and methods.

2. The most effective use of each form of transport to meet military traffic problems.

3. The best use of modern transport to reduce static inventories of military stocks with particular emphasis on a transportation set-up that will reduce the delivery time to consumer of items which cannot be produced on time or quantity.

4. What difficulties can we look for and avoid in the event of a major emergency? —Manning.

Mayflower's Convention . . .

THE several hundred who attended the 10th anniversary convention of the Mayflower Warehousemen's Assn. at the Hotel Statler, St. Louis, Feb. 5 to 8, were given an official welcome by George C. Dintelmann, the newly elected president. Mr. Dintelmann, who is president and manager of the Ben Langan Storage & Van Co., St. Louis, took over the welcoming assignment in place of Dan P. Bray,

who could not attend because of illness. Arthur A. Leonard in his report as president, made mention of last year's progress in the development of the association's sales program, his travels through 32 states in attending various meetings and the organization's work in solving many of the tax problems.

In the reports of the vice-presidents of the various divisions, there



GEO. C. DINTELLENN, Mayflower's new president

was a noticeable increase in long-distance business. In some in-



stances there were decreases in local moving; storage was reported as holding up very well.

Under the leadership of W. Lee Cotter, chairman of the insurance committee, and with the aid of a number of insurance company representatives present, the members were given an opportunity to air whatever problems they had on the question of improving their protection against losses, damages, etc.

In his report as chairman of the advertising committee, Wm. P. Shirk brought out some interesting facts that he had gathered as a result of a survey he had conducted in Spokane, Wash., last year. Mr. Shirk conducted a house-to-house poll among 100 people who had had removals since 1937. He found that 88 men of the families had decided who was to make the move; that 68 used movers, 26

moved themselves and that 4 used other methods.

In regard to the question: "What did they like about the service," Mr. Shirk found that 38 per cent stressed the careful treatment given; 11 per cent liked the speed of service; 8 per cent the reasonable rates; 7 per cent, promptness; 5 per cent, good packing; and 4 per cent, cleanliness.

As regards the question: "What did you not like?", he found that 7 per cent found the service too expensive; 4 per cent objected to the rough treatment of the goods; 3 per cent to breakage; 3 per cent to slowness in delivery; and 2 per cent to vehicles arriving late.

On the question: "On your next move whom would you call?", 66 out of 87 answered they had definite preferences. The reasons given were as follows: 28 were satisfied with past performance; 8 knew someone personally; 7 liked the careful handling; 4 liked the

reliable way things were handled; 4 liked the cheaper price; 4 had friends who would recommend; and 3 stated that they chose the movers because they were well known.

Mr. Shirk indicated that the foregoing apply to storage services as well. As an indication of the fact that companies cannot solely rely on size, equipment or advertising dominance to secure top business, Mr. Shirk cited additional results of his survey which showed that 5 of the outstanding warehouses in his city, i.e., those ordinarily considered having the best of equipment, buildings and advertising, secured only 29 per cent of the moving business. There are 15 companies altogether. He also pointed out that analysis of telephone calls indicated that cus-

Scene at the 10th annual dinner of the Mayflower Warehousemen's Assn.



tomers referred to Mayflower as much as his own company when phoning in for service; his conclusion was that, therefore, the Mayflower telephone listing had doubled the business.

P. A. Cooling, president of the Aero Mayflower Transit Co., told the members at the Thursday afternoon session that the company had placed an order last fall for \$150,000 worth of new equipment, and that as a result, the company was in a position to handle any increased business that might result from the defense program, factory moves, etc. Still more equipment may be purchased in lieu of better business promised at least during the next 2 yrs. He warned, however, against building expansion.

Storage Practices

L. D. Dunn, president of the D. W. Dunn Co., Boston, in his report as chairman of the furniture storage committee, stressed on the need of ascertaining through telephone calls just who are good and bad prospects, thus saving the time of salesmen. He also warned that the sales force will make more sales by presenting facts to customers in regard to insurance, the packing of personal belongings, the wrapping and moth-proofing of furniture, and other services rendered that few customers are aware of. He also pointed out that grand pianos are stored in his warehouse on their sides, mounted on specially-built 4-wheel dollies. They are wrapped separately, after the legs are removed. This system has made possible far more space.

Mr. Dunn also advised the construction of a fireproof bin outside the building for refuse such as excelsior, etc. He also stated that fire extinguishers should be checked at least once a year for contents, etc. All corridors should be designated as a fire prevention measure. Mr. Dunn advised that he found it good practice when dealing with customers to stress that the warehouse had been inspected by the local authorities and to show a letter verifying same. The latter should always be kept in a safe deposit vault when not in use.

Ray Wagner, Wagners Service, Inc., Springfield, Ohio, pointed out that considerable new storage and accessory business can be secured by being "on-the-spot" when fires in homes occur. Prior arrangements with insurance adjusters or brokers should be made so that when fires do occur, the warehouseman can take care of the storage, packing, and repairs that become necessary.

Considerable discussion occurred on the question of storage charges collected from men in service. Since

insurance was paid by the Government, why couldn't storage charges be paid, was asked. Some of the members felt that such help would only complicate things by establishing a precedent for other industries to follow. As regards the question of the serviceman having a guarantor, there was a feeling that the recent Minnesota decision that permits guarantors to evade payments during a moratorium might become general practice and thus would nullify the protection sought. A resolution was passed to investigate the Soldier's Moratorium and its effect on the industry, also to cooperate with duly authorized officials of other organizations to devise a plan of procedure.

Herbert C. Neal, president of the Neal Storage Co., Cleveland, in the general discussion on sales promotion, emphasized the need for uniformity of practice as a means for improving public relations. In that regard, he asked that every warehouseman use the sales kit that had been prepared by the association to help in getting business.

The group voted an increase in dues to take care of the sales promotion program that is to be continued this year.

Mr. Dintelmann, as chairman of the freight traffic committee, warned about getting clear signatures when delivering and accepting goods. In that regard he pointed out that sometimes after a considerable period of time has elapsed, the consignee or the consignor claims non-delivery. Then it is found that the carrier's receipt bears only the receipt of the drayman and not the signature of the consignee or an authorized agent. It may be argued that the carrier receives goods under a contract, either express or implied from the marks on the goods, that they are to deliver them to the person named and in so doing, they complete the contract and relieve the carrier from further liability. Mr. Dintelmann was of the opinion, however, that warehousemen take chances when they fail to get clear signatures.

1-Yr. Terms

A resolution was passed, limiting the term of office of the president and the 5 vice-presidents to a period of one year. Besides Mr. Dintelmann as president, the following officers were elected: secretary-treasurer, Arthur F. Hauselman, Hauselman Transportation Co., Middletown, Ohio; vice-presidents, W. T. Watson, Leonard Warehouses, Buffalo, N. Y., for the Eastern Division; Ray Wagner, Springfield, Ohio, for the Central Division; J. E. Dupes, Rowe

Transfer & Storage Co., Knoxville, Tenn., for the Southern Division; Geo. E. Nelson, David Nelson & Son Fireproof Warehouse, Kenosha, Wis., for the Mid-Western Division; and R. G. Culbertson, University Warehouse, Inc., Seattle, Wash., for the Pacific Coast Division. Directors are as follows: R. T. Blauvelt, Jr., East Orange, N. J.; E. M. Perdue, Canton, Ohio; Dean R. Clark, El Paso, Texas; L. H. Robinson, Des Moines, Iowa; J. C. Hadley, Salt Lake City, Utah; and Arthur Leonard, Detroit (director at large).

The new nominating committee chairman is C. A. Crandall, Lincoln Warehouse Corp., New York. The rest of the committee consists of Al Naish, the "Al" Naish Moving & Storage Co., Cincinnati; J. P. Ricks, Sr., Ricks Storage Co., Jackson, Miss.; E. J. Sass, Fetter Fireproof Storage Warehouse, Chicago; and Guy Penn, Penn Transfer & Storage Co., Los Angeles.

Parker and Legal Matters

Leo T. Parker, legal editor of *DandW*, who could not be present on account of illness to deliver a talk on legal controversies and how to win favorable verdicts, would in part have had the following to say: "It is my purpose herewith to assist you as much as possible in avoiding litigations. However, where legal controversies are unavoidable, I want to assist in your winning favorable verdicts."

"First, it is extremely important for you to realize that almost all suits may be avoided, by proper and careful prior legal preparation and, also, it is equally possible to win favorable verdicts if, under the same rule, proper and correct prior plans are made to do so. No doubt the most practical and efficient method of preparing to avoid and win law suits is that of obtaining a thorough knowledge of the cause and outcome of recent suits involving others in your business classification. As you are aware, this may be accomplished by reading monthly digests which appear every month in the pages of *DandW* and which specifically relate to warehousemen. By adopting this practice, you not only keep abreast with the modern law but, also, you know actually the details of litigations in which other warehousemen are involved. And, incidentally, you gain information as to what might have been done to avoid the legal controversy, and what was done or should have been done to win the suit."

"While I intend explaining the present and modern law on certain avoidance of liability, it is further

my opinion that many members will have at hand questions of law that they may desire to receive answers thereto and, although our time is somewhat limited, I shall be very pleased to receive at intervals questions from you in order that all listeners may collectively share in accumulating knowledge on common subjects of law to be discussed.

"First, we shall consider the subject of a warehouseman's liability for loss of or injury to stored goods. It is, for example, well known that a warehouseman is not liable if he exercises at least an 'ordinary degree' of care to safeguard the goods. However, that assertion of law means little to the average layman, because he must know, in order to properly conduct his business, the legal meaning of the term, 'ordinary care.' Briefly, it means that degree of care that would have been used by the average and experienced warehouseman, who possessed reasonable prudence, under the identical circumstances of the loss. Therefore, in view of this law, some higher courts have held that a warehouseman in a small town exercises ordinary care although he does not employ a night watchman, whereas other courts have held that this is not the law with respect to warehouses operated in large cities.

"In the first instance, it is possible that the income from the small town warehouse is not sufficient to justify the expenses of paying a night watchman and, furthermore, the chances of losses are less than in warehouses located in large cities. At least, this is the attitude taken by certain courts although, of course, it cannot be guaranteed that all future courts will uphold this law under all circumstances. Obviously, no warehouseman can be held to have used ordinary care when he has failed to use whatever may be necessary, depending upon the peculiar circumstances, to prevent loss of or injury to stored goods, particularly if that which he failed to do would have been done by other reasonably experienced and careful warehousemen. That is the real test. In many litigations a great deal of testimony is required to enable the court to decide liability.

"Now let us consider the liability for losses caused by floods. A warehouseman never is liable for losses resulting from unexpected sources, as cloudbursts, broken dams, unusual and record floods, particularly if the weather forecast was such that the average and prudent warehouseman would not have taken unusual care to safeguard the goods.

"Theft loss is another source of

worry. One thing certain, and that is: If a warehouseman keeps in his employ a person known to have stolen stored goods, he is likely to be held liable for theft losses, although no proof is given that this particular employee stole the goods in controversy. The important point is that testimony to the effect that the warehouseman actually retained in his employ a person known to have previously stolen goods is enough to convince the court that the warehouseman did not use ordinary care.

Notifications

"Another interesting variation of the law relates to notifications sent to owners of goods intended to be sold for charges. Many warehousemen have asked what to do if the registered letter, sent to the last known address of the customer, is returned. All courts in these modern days are in accord with the law that a warehouseman cannot be held liable for conversion where he sells stored goods, although the notification letter is returned undelivered, if the warehouseman proves that the letter was mailed to the last known address of the owner of the goods, providing this owner or his agent supplied this address. Of course, it must not be overlooked that notification must also be given to all others known by the warehouseman to have an interest in the goods intended to be sold.

"Now, while we are concerned with this question, let us review the law relative to selling goods which belong to one other than the person who placed same in storage. It has been held by many courts that the warehouseman is bound to know that the goods being sold actually belong to the person in whose name the receipt was issued. For example, many cases are on record where a husband places goods in storage and later the husband separates from his wife and, after the goods are sold, the wife sues the warehouseman for conversion. Under these circumstances, the warehouseman is liable. One method of avoiding liability, of this classification, is: Request the husband, or wife, who ever places household goods in storage, to take oath that he or she is the sole owner. While this will not prevent the real owner from suing and recovering, yet it will tend to compel the one who places the goods in storage to explain all facts regarding joint, other ownership.

"This same rule will tend to compel or induce persons who store goods to state whether or not same are mortgaged. In other words, if customers are required to take oaths to the assertion that they are

the sole owners, it is improbable that anyone will place goods in storage without admitting that the same are mortgaged.

"It is well established that a warehouseman's lien is prior to a chattel mortgage only when the mortgage is not properly recorded, or if not recorded and the warehouseman has no information that the goods are mortgaged. By this is meant that if a mortgage is recorded before goods are placed in storage, or the warehouseman has knowledge when he accepts the goods, that same are mortgaged then, under either circumstance, the warehouseman's lien is secondary to the mortgage. Of course, if the saleable value of the goods is more than the amount due the mortgagee, then the warehouseman is entitled to recover his charges from the balance over and above this amount."

75 at Independent Semi-Annual Meeting

Uniform insurance policies for interstate movers were advocated by J. Norman Geipe, president of the Independent Movers' & Warehousemen's Assn., which held its semi-annual meeting at the Hotel Gibson, Cincinnati, Feb. 9 to 12. Some 75 members were in attendance. An insurance program was approved by the members and specified contracts are now being made up for distribution to the various insurance agencies which have been working with the association for the past year.

The annual convention and election of officers and directors will be held in Baltimore, Md., July 6 to 9.

Reports were rendered by J. C. Pugh, New York, treasurer; J. C. Church, Washington, executive secretary, and George Wiederspan, Lincoln, Neb., secretary.

Among the speakers were H. H. Hardy, executive secretary of the Michigan Furniture Warehousemen's Assn., who acted as toastmaster at the annual banquet; R. M. Snetzer, district director, Bureau of Motor Carriers, I.C.C., Columbus, Ohio, and Herbert Qualls, assistant director, Bureau of Motor Carriers, I.C.C., Washington, D. C., who spoke on the subject of under-estimating. Mr. Qualls outlined the different plans the I.C.C. has in mind to eliminate this evil. President Geipe was authorized to elect a committee for further conference in Washington with Mr. Qualls.

George H. Scragg, advertising director of the White Motor Co., Cleveland, discussed the importance of motor vehicles in the war emergency and in everyday life.

The Story of INSURANCE • • •

by HOWARD S. TIERNEY

IN the early days of insurance the merchant applied directly to the underwriter for insurance. As the business developed, additional underwriters became necessary to handle the increasing volume. This method was satisfactory for many years when ocean marine was practically the only insurance sold, as underwriters were located in all the principal ports of the world.

As the insurance companies were gradually organized and branched out into the fire business, it became necessary for them to expand their selling methods in order to successfully compete with local mutuals or cooperatives. This expansion had the advantage of spreading their liabilities so that a conflagration in one community would not wipe them out as the disastrous fires of the early 18th century affected the underwriters at the time. The plan adopted was to send an underwriter into a community who could not only accept insurance, inspect and report to the head office which would issue the insurance contract or policy, but, living in the community, he could make periodic inspections, and, in the event of loss, investigate and effect settlement. Rather than maintain offices in all these communities, the underwriters were compensated by a percentage of the premiums they wrote, and soon became known as agents of their principals.

This agency system has been successfully followed to date, there being at present in this country more than 150,000 agents of the various companies. If the average agency employs but 5 employees, which many feel is a very conservative estimate as there are over 2,790 companies operating in the fire insurance business alone (one of the larger companies has over 20,000 agents and at least 2,000 head office employees other than agents), any estimate of the personnel engaged in this business is necessarily very considerable.

Agents Increase Service

Although agents owe their first allegiance to the company they represent, due to the keen competition for business, they have increased each year the services rendered to their customers, even though the company actually pays them their fees, called commissions. The larger, well equipped agents of today, therefore, render a complete insurance service quite comparable to that available through one of the competent brokerage firms.

As the insurance business expanded, writing additional forms of insurance, the cost for insurance protection became a larger and larger item of a businessman's overhead. It soon followed that many looked upon the industry as a business in which they might secure gainful employment for sons and relatives. Unfortunately, many of these people neither were suited nor in any manner equipped for the business, which is essentially a service business; consequently, the industry suffered for many years from criticism because of these inefficients whose only asset was their ability to secure a large account from their father or some close relative. This situation was largely possible because of the unfortunate practice of the English companies. Even to the present day English companies allow a commission to the purchaser.

As agents did not wish to authorize this type of

MR. TIERNEY in his 4th article herewith makes clear the operation of insurance agencies and brokers and what to expect from them in the form of service.

His 5th article, to appear in the April issue, covers inland marine insurance and how it applies to transportation and warehousing.

His 6th article will give a resume and outline of various forms of insurance important to the warehouse industry.

employee to act for the agency, there came into existence a new type of insurance representative known as the solicitor or broker. With the advent of this group there were agents who decided they could not properly represent insurance companies as agent and still do justice to the interests of the buyer. It was a case of serving 2 masters; therefore, they resigned their agencies and became brokers.

Control Needed

There were, of course, others who desired to engage in the business, but, who for one or another reason, could not secure agencies. The companies and agencies wisely realized there must be some control of the situation or else all purchasers of insurance would have some employee act as broker along the lines of the English practice. License laws were, therefore, enacted requiring a broker to pass certain standards. Previously they had been licensed as solicitors for the agency which employed them. Although the laws were not very exacting in qualifications, it was a step in the right direction. Today, with the revisions which have taken place from time to time, most of the important States have very rigid licensing laws requiring a year to be spent in the business before one can secure a license as a broker. Although there are many things which have created scandals in the insurance business which still need correcting, the licensing law has improved the personnel very greatly. Now it consists almost entirely of college graduates or men who formerly were executives of companies and feel there is a greater opportunity for their sales efforts in this branch of insurance.

With a considerable number of employees engaged in the business and the need for replacements as well as expansion, most colleges treat with the subject of insurance in their business courses and some have gone farther and offered complete courses. Insurance companies and other affiliated organizations conduct courses open to those engaged in the business or who contemplate entering the business. Recently, a college has been founded in Hartford which gives a full 4-yr. academic course for those majoring in insurance which

(Continued on page 93)

WATERWAYS AND TERMINALS

Early Start in Shipping

On Great Lakes Expected

Prospects of a record movement of both scrap steel and iron ore on the Great Lakes this year are predicted in shipping circles. Bethlehem Steel Co. is reported to have already contracted for substantial tonnages of scrap with dealers in Upper Lake areas around Duluth and Detroit for shipment this Summer via the lakes. The iron ore movement this year is seen reaching 70,000,000 tons. Larger than usual tonnages of coal and stone are also anticipated.

In view of the mildness of the weather thus far, marine circles have expressed the opinion that the shipping season may get under way as early as March 10. The weather thus far has been so mild that the steamer James Watt of the Nicholson Lines was still operating early in February between Toledo and Detroit with coal cargoes. Lake ice surrounding the local harbor was only one or 2 in. thick.

Sells Fleet of 10 Barges To De Bardeleben Coal Corp.

The Hillman Boat & Construction Co. has sold a fleet of 10 steel barges to the De Bardeleben Coal Corp., New Orleans, for use in moving coal on the Warrior River. These carriers, each 175 ft. long, 26 ft. wide and 11 ft. deep, were delivered in a tow of the Campbell Transportation Co. It was said that 7 of these barges are of the welded and 3 of the riveted type.

To Sell 2 Freighters To Brazil

The Terminals & Transportation Corp. of Buffalo has received permission from the United States Maritime Commission to sell its freighters Queen and Ten to Lloyd Brasileiro, government-owned steamship company of Brazil, with transfer to Brazilian registry.

The Queen, formerly the Lake Flovolta, was built in 1913 at Wyandotte, Mich. It is of 2,593 gross tons, with a speed of about 10 knots. The Ten, previously named Lake Giltedge and built in 1919 at Wyandotte, is of 2,664 tons and has about the same speed as the Queen.

Alabama Dock Record

The Alabama State docks at Mobile have made a new record for tonnage and operations earnings for the fiscal year which ended last Sept. 30. The docks handled a total of 1,983,712 net tons of cargo with net proceeds of \$615,655.04, as against 1,742,377 tons and \$560,004.10 for the preceding year.

Canal Traffic in 1940

With a reduction in grain traffic, but a substantial increase in iron ore and coal, total freight using the locks of the Sault Ste. Marie canals in the 1940 season of navigation amounted to 89,858,413 tons. This tonnage exceeded any previous year since 1929 when the total was 92,622,017 tons. The 1939 tonnage was 69,849,304. Iron ore downbound amounted to 66,177,996 tons compared with 46,785,484, and soft coal upbound to 10,142,127, while wheat declined from 250,431,184 bu. to 224,220,368.

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A new record was established on the Welland Ship Canal in 1940 when 12,909,697 tons of freight used the locks. This was 1,182,044 tons or 9.5 per cent higher than the 1939 tonnage, and 280,543 tons above the previous record made in 1938. This record was made despite a light movement of wheat which dropped from 2,696,804 tons in 1939 to 1,818,111 tons. Soft coal, petroleum and other oils, corn, iron, pig and bloom, coke and sand, gravel and stone were some of the leading increases.

(Continued on page 69)

Select the Equipment to Fit YOUR H

Improper equipment is often more expensive than hand handling

By MATTHEW W. POTTS
Materials Handling Editor

SOME pieces of equipment are designed for certain materials handling operations, while other types are able to perform a number of operations at different locations. It is difficult to class this equipment under definite headings, such as "portable" and "fixed," because quite frequently, a piece of fixed equipment, insofar as the line of travel is concerned, is also portable within certain limits.

The more flexible the equipment, the more possibilities there are to keep it in productive service, but care should be taken to see that the proper equipment is selected to perform the operation most economically. The physical elements that enter into the handling problem make it possible to use various types of apparatus, under similar operating conditions. The selection of the proper type depends upon a thorough study of all of the factors involved, as for example, in Fig. 1, where we see heavy cases being unloaded from a motor truck. If this pier had available a power-driven elevating truck or crane, the truck could be easily unloaded with this type of equipment. However, the trucker is not always certain that the pier to which he has to deliver the load, or from which he has to pick it up, has this materials handling equipment available.

Since the trucker has to pick up and unload at a number of points, it is best not to depend upon someone else's equipment, to assist in this operation. The use of an elevating endgate has proved conclusively that this type of equipment will increase truck efficiency, and the following data has been obtained from operations where merchandise of identical nature and quan-

Fig. 2—This power-operated electric truck, with under picks up rolls, either vertically or horizontally, rotates, stacks and loads them into cars in either position. (Courtesy, Baker-Raulang.)



tity is handled, both with and without the elevating endgate:

A. In loading 25 drums of oil, without the power endgate, it required 2 men for 22 minutes. With the power endgate one man performed the same operation in 10 minutes.

B. In loading heavy machinery, without the power endgate, an 800-lb. machine required one man for 22 minutes. With the power endgate, one man performed the same operation in 6 minutes.

C. In handling boxes and barrels, without the power endgate, it required, for the loading of fish, packed in 985-lb. boxes, and in 1200-lb. barrels, the services of 3 men for 25 minutes. With the power endgate, the same work was accomplished by one man in 12 minutes.

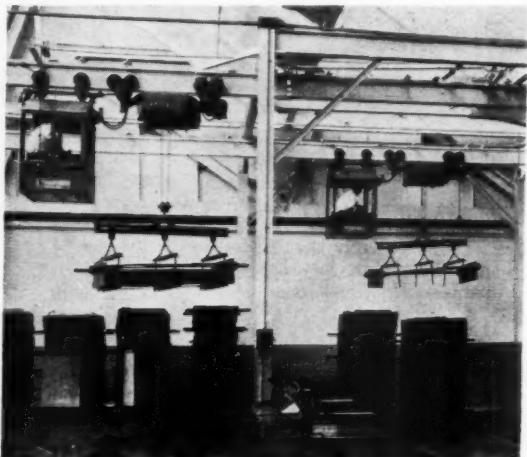


Fig. 3—Power-operated overhead monorails, equipped with adjustable slings, simplify the handling and storing of sheet stock. (Courtesy, S. R. Vanderbeck.)



Fig. 4—Single monorail with floor-operated electric hoist, quickly raises and lowers paper into storage.

TR Handling Problem



Fig. 1 — Power-operated elevating endgates simplify the loading and unloading of heavy cases from motor trucks. (Courtesy, Young Iron Works.)

One contract hauling concern gave 2 examples of improved operating conditions with this type of equipment, as follows:

1. Old method included skids and a high bed truck. The time for loading 36 drums with 3 men was 45 minutes. New

method, with hydraulic elevator endgate, one man loaded 40 drums in 24 minutes.

2. With 2 trucks and 2 men, the maximum number of drums delivered from docks in San Francisco, to South San Francisco warehouse in 8 hrs., was 150. The endgate enabled this company to deliver 163 drums in 5 hrs., using one man and one truck.

Many other examples could be cited, not only for elevating endgates but for other types of equipment.

The handling of rolls of paper presents a particularly difficult problem, due to the fact that paper rolls vary widely as to diameter, length, and weight. These factors, plus the physical conditions under which the handling takes place, all have a direct bearing on the type of equipment to be used. For example, in Fig. 2, we see a power lift truck handling rolls of paper into a car, and this unit is flexible. In addition to the handling operation shown, it can also be used for storing purposes. This truck with the upender can handle the loads either vertically or horizontally, rotate and stack them in either position.

At the same time, in Fig. 4, we see rolls of paper being placed in storage by means of an overhead monorail system and an electric hoist. Both pieces of apparatus are mechanically efficient.

The question as to which type of apparatus should be
(Continued on page 65)

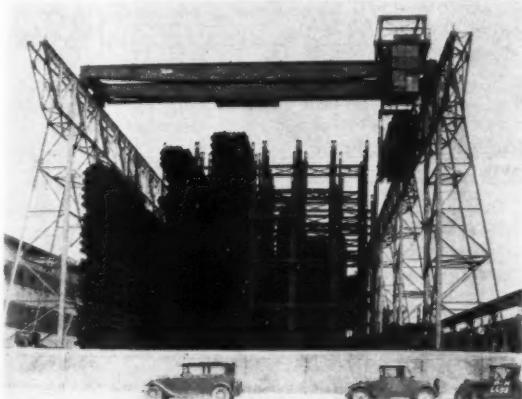


Fig. 5—This crane is storing and handling pipe in unit loads. The crane has a span of 100 ft. and 50 tons' capacity. (Courtesy, Pawling-Harnischfeger.)

Fig. 6—This electric-powered ram truck simplifies the handling of heavy strip steel coils up to 52 in. diameter and 74 in. long, and permits quick, safe storage. (Courtesy, Automatic Transportation Co.)



Fig. 7—The practicability of motorized slewing cranes on narrow platforms is clearly illustrated. These cranes are used for loading and unloading cars of steel bars, tubes, plate, scrap, castings, machinery, locomotive parts, etc. (Courtesy, Automatic Transportation Co.)





LETTERS TO THE EDITOR

Is Britain Beaten?

YOUR November issue with the displayed page "Is Britain Beaten?" has been brought to my notice, and leads me to say how much we appreciate such encouraging comments. I can assure you that our confidence grows every day, and although we are not relaxing the rigid application of wartime policies, business men begin to consider them in the light of possible conditions when the war is over.

You may like to have some comments on war-time warehousing in London, where warehouses have shared with churches and hospitals the doubtful distinction of being favorite targets. A number of warehouses have received direct hits with more or less dire results; inquiries have been set afoot as to the possibility of corporate help to assist the victims, but they themselves say there is not much to be done, excepting by near neighbors able to receive salvage quickly. Certainly nothing can be done to diminish the effect of high-explosive bombs, and in fact the only precaution against them has been to camouflage outstanding warehouse roof-tops. At our warehouse, workmen were sent to the roof on the first day of the war with buckets of green paint to reduce the visibility of the white asbestos roofing sheets.

A more frequent danger against which one can take precautions are the incendiary bombs. Some warehouses have had their roofs reinforced to afford greater resistance to these, but the best precaution has been the appointment of fire-watchers to look out for incendiaries and neutralize them before they take effect; this benefit has been so marked, that it is now obligatory by Government decree for all warehouses above 50,000 cubic feet capacity to have fire-watchers on duty during air-raid alerts, which in London has meant at frequent intervals during the day, and practically all night and every night.

At the onset of the "blitz" on London, our Company called for two volunteers to be transferred from day duty in the warehouse to the exclusive duty of night fire-watching, and they were quickly forthcoming. As time went on, and the effect of the gradual calling to the colors of one age-group after another became felt, we needed these workmen for their normal day work, and we found the solution in the fact that the warehouse basement was being used as a night shelter by nearby residents, including a number of our own workmen and their families. We found that these people so much appreciated the comparative comfort and safety of this shelter in which the families sleep every night, that the menfolk gladly put into operation a rota under which they take a two-hour spell of night-watching in pairs, relieving one another through the night, and yet getting sufficient sleep and rest for their daytime activities.

Very little notice is taken now of day-time raids; when the alert is sounded, the appointed day fire-watcher acts as roof-top spotter, and until he gives the warning of imminent danger, work is carried on normally; at his warning, workmen file into the basement shelter and remain there until the danger has passed.

Furniture warehouses here have been full to overflowing since before the outbreak of war, and most warehousemen have acquired additional emergency

premises such as disused halls. Even so, warehousemen have not been able to cope with the flood of salvaged furniture from wrecked and damaged homes, and it has become necessary for the civic authorities to requisition empty buildings and in conjunction with the local "rescue parties" to take steps to move salvage into these communal store-rooms.

Some of the long-distance haulage services continue to operate through the night, but local haulage in London stops at nightfall, when danger from falling fragments of anti-aircraft shells is added to the dangers of direct enemy action. At this time of year, this considerably shortens the working day in a large city like ours, where a journey across the town may take a couple of hours, leaving very little time to work at the client's home.

You are of course free to publish these comments if you think they will interest your readers.—W. D. Woodbridge, Woodbridge & Co., Ltd., 151 Mornington Road, Leytonstone, London, E. 11.

Bonded Warehouses in Wisconsin

During 1940, the State of Wisconsin issued licenses to 258 warehouses, storing personal property for hire, in accordance with the Wisconsin statutes. However, several of the warehouses in the State have more than one branch included under one license. Before licenses are issued, the State demands that it have on file either a bond or a full coverage insurance policy as a protection to the owner of the goods stored.

Such a program is considered valuable to the parties storing goods, as the bond or insurance policy helps to assure either return of the goods after the same care has been taken of them as a careful owner would in regard to his own goods, or payment made of the value for goods lost, damaged or destroyed.

In this State, the services of bonded warehouses are used by farmers, cheese factories, canneries, seed companies and manufacturing plants as a method of financing, by using bonded warehouse receipts as collateral for loans. Warehouse license fees collected by the State during 1938-1939 were \$3,330 and \$3,802.63 for 1939-1940.

In 1939 the Wisconsin legislature passed a bill requiring that "no person, not having an established place of business in any county in which he operates, shall engage in the business of buying, assembling or trucking poultry or poultry products unless he shall have first obtained a license and filed a surety bond as required by the statutes."

At this writing this law is still new and therefore has not had a chance to prove its value. Under its present form the law now requires the licensing and bonding of out-of-state buyers and the object of the law has not been entirely accomplished, according to State officials entrusted with the enforcement of the law.—*Hubel*.

Personnel

Harry D. Crooks, president of Crooks Terminal Warehouses, Inc., Chicago, and coordinator of warehouse activities in connection with the national defense program, figured in a sensational holdup in which he was fired on by the robbers, according to belated revelations from the State's attorney's office in Chicago.

Two days before Christmas Mr. Crooks prepared for the distribution of \$2,800 in bonus money to employees and, after placing this in an inside coat pocket, set forth from his office at 5967 West 65th St., to visit his other warehouses. Discovering that he was being pursued by a car containing 4 men, he locked his car's doors, but on being crowded to the curb, the windows were broken and the robbers forced him to hand over his \$2,800. He noted that they knew where he had placed it. As they drove off, Mr. Crooks gave chase for several miles, although repeatedly fired on by the bandits without effect.

When employees next day took a lie detector test under police supervision, a male stenographer who had worked for the company 7 yrs., failed to report. Through an attorney, this man next day offered to surrender; but was informed that he was not wanted. For 3 weeks, however, he was shadowed and eventually arrested in a tavern brawl. Questioned then under the lie detector, he confessed, according to police, that he had planned the robbery. Four men named as his alleged accomplices were then rounded up.—*Slawson*.

Martin H. Kennelly, Chicago warehouseman, has been receiving congratulations for his achievement in bringing an \$11,000,000 Chicago corporation, the Consumers Company, dealing in ice, coal and building materials, "out of the red," after 10 yrs. of deficit operations. The feat was made public when Mr. Kennelly resigned, Feb. 4, as chairman of the company's executive committee, a position to which he had been drafted by a Federal Court judge in 1937, when the concern was involved in bankruptcy proceedings.

After a succession of heavy annual losses since 1930, Consumers Company last year showed a profit of \$60,000, while other substantial improvements in financial position were reported by Mr. Kennelly in submitting his resignation. One significant explanation of his success was revealed in his statement that the company has been brought out of the red "without adding the name of one politician to our pay rolls."—*Slawson*.

L. L. Schwecke, president of the Universal Terminal Warehouse Co., Houston, Texas, was re-elected for the fourth consecutive time president of the Houston Warehouse & Transfermen's Assn. Other officers elected are as follows: vice-president of the household goods division, Ralph Logan; vice-president of the transfer division, B. F. Johnson; vice-president of the merchandise division, Lee Schaper; secretary, D. J. Dalberg; and treasurer, J. C. de la Moriniere.

Dilworth S. Woolley, vice-president and general manager of the Redman Van and Storage Co., Salt Lake City, Utah, has been selected by the Salt Lake Junior Chamber of Commerce as the outstanding young man in that city during 1940. Mr. Woolley is 36. He has been in his present position in the business world for the past few years. When presented with the gold key, termed a "distinguished service award" at a function in the Beau Brummel Cafe, Woolley was told that he had been chosen because of his "outstanding civic service and achievement during 1940" and because of his "personal character and ability." He was the first young man to be elected to the Board of Governors of the city's Senior Chamber of Commerce.

Woolley's father, a district judge in Utah, and Ben F. Redman, founder-president of the Redman company,

were among those present when the honored storager received the testimonial—*Bennett*.

Robert W. Marshall has been named director of the traffic department of E. I. du Pont de Nemours & Co., Inc., succeeding the late Thomas B. Baker. Associated with the department as traffic counsel since 1931, Marshall previously held a similar post with the Roessler and Hasslacher Chemical Co. before it was purchased by the du Pont company. Before entering industry he was an examiner for the I.C.C., having previously served as private secretary to various members of the Commission. After attending school in Frankfort, Ky., where he was born, Marshall enlisted in the National Guard for Mexican border duty. He continued in army service throughout the World War and was overseas. After returning from France he attended George Washington University and received an LL.B. degree in 1923.—*Jones*.

T. W. Haskell of Boston Tidewater Terminals, Inc., has been re-elected president of the Massachusetts Warehousemen's Assn. Others named, at the association's recent 21st annual meeting in Boston, were: Sherman L. Whipple, Jr., Wiggin Terminals, Inc., vice-president; A. N. Greenquist, Fitz Warehouse Corp., treasurer, and Walter H. Belcher, secretary. The executive committee includes the association officers and Herbert Farnsworth, Quincy Market Cold Storage & Warehouse Co.; A. Walter Larkin, J. L. Kelso Co.; William F. Heavey, Federal Warehouse, Inc., and Morrill Wiggin, Manufacturers Warehouse.—*Jones*.

At the annual stockholders' meeting of the Cincinnati Terminal Warehouses, Inc., William T. Semple was elected president and chairman of the board. Other officers are R. C. Barnard, vice-president; Charles W. Ireland, secretary; DeWitt W. Balleh, treasurer, and E. Webster Harrison, assist. secretary and treasurer. Harry Foster was renamed general manager. The officers and C. H. Rembold, W. E. Fox, Clifford T. Egan, Este M. Lee, J. F. Henry and Joseph N. Field constitute the board of directors.

Harry S. Cremeens, Los Angeles Warehouse Co., was elected president the Los Angeles Warehousemen's Assn., at the January 12 meeting of the organization, succeeding C. H. Smith of the Davies Warehouse Co. Frank L. Johnson of the Pacific Coast Terminal Warehouse Co. was elected vice-president, and Charles G. Munson, the incumbent, was re-elected to the position of secretary-treasurer. Two new directors were chosen. They are J. B. Johnston of the Citizens Warehouse, and C. O. Simpson, Metropolitan Warehouse Co. Johnston and Simpson, with president Cremeens, vice-president Johnson and past-president Smith constitute the 1941 board of directors. Executive headquarters of the association usually are maintained in the warehouse building in which the incumbent president has his offices. In line with this policy, secretary-treasurer Munson was to move the association offices from the Davies Warehouse Co. building, 409 E. Second St., where he has been stationed for the past year, to the Los Angeles Warehouse Co.'s building, 316 Commercial St., effective March 1.—*Herr*.

The promotion of Jackson W. Kendall of Pasadena to become vice-president of Bekins Van Lines, Inc., has been announced by Milo W. Bekins, president of the organization. J. Sheldon Graham, formerly assistant to Mr. Kendall, has been advanced to the position of manager, and will take over the duties of Mr. Kendall with respect to intrastate transportation of household goods throughout the State of California. Mr. Kendall will devote the majority of his time to interstate oper-

(Concluded on page 85)

Factories ON THE MOVE

GREENFIELD TAP & DIE CORP., Greenfield, Mass., has contracted with National Defense Advisory Commission, Washington, D. C., for plant expansion for production of precision gages for War Department, including one and 2-story additions and installation of new equipment. Cost about \$1,000,000. General contract will be let soon for a 2-story extension to plant No. One, Meridan St.

Charles E. Hires Co., whose root beer business was once housed in a drug store at 6th and Spruce Sts., Philadelphia, has just purchased a site for new \$1,600,000 plant. Charles E. Hires, Jr., president, said the company plans to spend more than \$1,000,000 for construction and \$500,000 for equipment. One million sq. ft. tract, which covers more than 6 city blocks, will house 3 plants and a 750,000 sq. ft. park, a sports area for 750 employees and a recreation center. Big reason for moving from the present plant at 24th and Chestnut Sts., was to provide enlarged recreational facilities. Charles E. Hires, founder, made the first root beer in his drug store at 6th and Spruce Sts. in 1876. Through efforts of George W. Childs, a newspaper editor, the elder Hires advertised his product and it caught the public fancy. Today the company, carried on by his son, operates 11 plants in U. S. and Canada.

Chicago Rivet & Machine Co., 1830 So. 54th St., Cicero, has let general contract for new one-story plant, at Bellwood, Ill. Cost over \$350,000 with equipment.

Remington Arms Co., Bridgeport, Conn., has closed agreement with War Department for construction and operation of new plant near Denver, for production of cartridges, including powerhouse, pumping station and other structures. Cost about \$25,000,000, with financing to be provided by Government.

Solvay Process Co., 40 Rector St., New York, plans new works at West Henderson, Ky., for production of synthetic ammonia, to be constructed and operated for War Department on cost-plus-fixed-fee basis. It will comprise one and multi-story buildings, powerhouse, machine and mechanical shops, pumping station and other structures. Cost about \$11,100,000 with equipment.

E. I. du Pont de Nemours & Co., Inc., Chemical Department, du Pont Bldg., Wilmington, Del., will begin construction of new plant near Morgantown, W. Va., for production of synthetic ammonia for Government. It will include machine and mechanical shops, power house and other structures. Project will be carried out in cooperation with War Department, which will provide fund of about \$15,000,000 for plant.

Paraseal Corp., St. Louis, recently organized by R. S. Weiner, St. Louis, and associates, to manufacture electrical products, has acquired building at 4215 Clayton Ave., with adjoining tract, for new plant.

Procter & Gamble Defense Corp., recently organized subsidiary of Procter & Gamble Co., Cincinnati, has contracted with War Department on cost-plus-fixed-fee basis for new ammunition loading plant at Milan, Tenn., where Government is acquiring tract. Plant will

consist of one and multi-story production units, with machine and mechanical shops, powerhouse, pumping station and other structures. Cost about \$14,000,000.

Consolidated Aircraft Corp., San Diego, Cal., has arranged with War Department for construction and operation of new plant at Fort Worth, Tex., for assembling of long-range, four-motor, bomber-type airplanes, with storage and distributing buildings, powerhouse and auxiliary structures. Erection will be carried out under supervision of U. S. Engineers Office. Cost about \$10,000,000.

General Electric Co., Lamp Department, Nela Park, Cleveland, plans new factory for production of lamp bases on 10-acre tract near Conneaut, Ohio, comprising main one-story units for manufacturing division, storage and distribution. Cost about \$250,000 with equipment.

Rheem Mfg. Co., 30 Rockefeller Plaza, New York, steel drums and other steel containers, plans extension at branch plant at Houston, Tex., used for production of steel barrels and drums for export gasoline, lubricants, etc. Work will include buildings and equipment to double capacity. Cost over \$250,000.

General American Transportation Corp., Sharon, Pa., tank cars, castings, etc., is arranging for purchase of adjoining plant of Petroleum Iron Works Co., for expansion, with exception of steel barrel and drum division. Main offices are at 135 South LaSalle St., Chicago.

Trojan Powder Co., Inc., Allentown, Pa., has arranged with War Department for construction and operation of new mill for production of TNT, near Sandusky, Ohio, where large tract is being acquired. Plant will comprise one-story units, with machine shop, power house and other structures. Cost about \$11,000,000, for which financing will be provided by Government.

Todd-Bath Iron Shipbuilding Corp., South Portland, Me., recently organized interest of Todd Shipyards Corp., 1 Broadway, New York, and Bath Iron Works Corp., Bath, Me., has taken over tract of local waterfront property for new shipyard, including shipways, one-story shops, boiler house and other structures, for construction of steel freighters for British Government. Cost over \$2,500,000.

American Tube Bending Co., 5 Lawrence St., New Haven, Conn., aluminum, brass, steel and other metal tubing and bends, plans one-story addition, 100 by 120 ft. Cost over \$85,000 with equipment.

Bullard Co., Bridgeport, Conn., machine tools and parts, has let general contract for new plant on 13-acre tract near present plant, for production of equipment for Government, which has provided a fund of \$3,500,000 for buildings and machinery.

General Electric Co., Schenectady, N. Y., has asked bids on general contract for one and 2-story addition, 240 by 560 ft. Cost over \$750,000 with equipment.
(Concluded on page 86)

THE PARADE OF

MAGNESIUM FABRICATORS, INC., Adrian, Mich., magnesium castings, a division of Bohn Aluminum & Brass Corp., Detroit, has let general contract for one-story addition. Cost over \$85,000 with equipment. Bohn Co. has expansion under way at different plants to represent total investment of about \$3,000,000, of which approximately \$2,000,000 will be used for machinery and other equipment.

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Allegheny Ludlum Steel Corp., Dunkirk, N. Y., plans 2 one-story additions for expansion in machine shop and wire works respectively, to cost over \$150,000 with equipment. Main offices are in Oliver Bldg., Pittsburgh. This is part of general expansion program at different mills. Entire project will cost about \$2,000,000.

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J. W. Jackson Beverage Co., 412 So. 17th St., Wilmington, N. C., has let general contract for new mechanical-bottling, storage and distributing plant on 6-acre tract at 19th and Dawson Sts., with main 2-story structure and smaller one-story units. A service and garage building for company trucks will be built. Cost about \$125,000 with equipment, including air-conditioning system.

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Continental Can Co., 100 East 42nd St., New York, has let general contract for 2-story addition to branch plant at 3820 Union Pacific Ave., Los Angeles. Cost close to \$200,000 with equipment.

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Soundview Pulp Co., Everett & Federal Avenues, Everett, Wash., plans addition to boiler plant at local pulp mill. Cost close to \$60,000 with boiler units and auxiliary equipment.

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I. B. Kleinert Rubber Co., 485 Fifth Ave., New York, general rubber goods, has approved plans for 3-story addition to plant at 20-09 128th St., College Point, L. I. Cost close to \$200,000 with equipment.

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Westinghouse Electric & Mfg. Co., East Pittsburgh, has let general contract for one-story addition to branch plant at Lester, near Philadelphia, used for production of turbines, parts and other heavy equipment. Cost over \$500,000 with equipment.

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Taylor Wine Co., Hammondsport, N. Y., plans one-story addition for storage and distribution. Cost close to \$50,000 with equipment.

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Hamilton Mfg. Co., Two Rivers, Wis., steel furniture for industrial plants and offices, has let general contract for one-story addition for storage and distribution. Cost about \$115,000 with equipment.

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Bob White Frosted Foods Corp., New York, has opened a franchised frosted food home delivery service in the Lakewood district of Cleveland. R. E. Lehman, former Kraft distributor, is the franchise owner.

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Deer Isle Packing Co., Stonington, Me., is canning crab meat, this being the first commercial canning of crab meat in New England.

Richmond Chase Co., San Jose, Cal., has added prune juice to its line of Heart's Delight juices. The prune juice is packed in individual service size cans.

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F. W. Woolworth Co., New York, has found tests of delivery on purchases of \$3 and up so effective that it will adopt the policy nationally, it has been reported. Thus far, independent delivery services are being used.

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Reynolds Metals Co. has developed a new chest for use in shipping tea from the Orient. It is made of metal and fibreboard, instead of the plywood now in common use. The new Reynolds chest conforms in size and general method of assembly to the standard types of chest already in use. It measures 19 by 19 by 24 in. The use of Reynolds metal foil as a lining of the cartons assures protection against moisture and contamination and escape of aroma. The metal keeps air out and holds flavor in. The 4 sides of the chest are made in one continuous piece of fibreboard. The metal chests are 2 to 3 lbs. lighter in weight than the average ones now in use.

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Liberty Aircraft Products Corp., Farmingdale, L. I., N. Y., aircraft parts and equipment, plans one-story additions for production of equipment for Navy Department, which has arranged fund of \$1,088,000 for buildings and machinery.

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Eclipse Machine Division, Bendix Aviation Corp., 18th St. & Oakwood Ave., Elmira, N. Y., coaster brakes and parts, hose couplings, etc., has let general contract for one-story addition. Cost over \$450,000 with equipment.

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Lake Erie Steel & Blanking Co., 221 E. 121st St., Cleveland, steel products, has asked bids on general contract for 2-story addition for expansion in production. Cost close to \$100,000 with equipment.

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Production Tool & Die Co., Inc., 562 St. James Ave., Springfield, Mass., tools, gages, dies, etc., plans one-story machine shop addition. Cost close to \$50,000 with equipment.

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Berry Tool & Machine Corp., 329 West 12th St., Erie, Pa., machine specialties, tools, etc., has let general contract for one-story addition. Cost close to \$50,000 with equipment.

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McEvoy Co., 600 Milby St., Houston, Tex., oil well equipment, parts, etc., has leased part of Kelso-Vetrano Bldg., Hutcheson St., for production of portable tripod machine gun mounts for War Department, for which company has contract.

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Cleveland Pneumatic Tool Co., 3734 E. 78th St., Cleveland, has let general contract for one-story addition. Cost close to \$100,000 with equipment.

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Air Reduction Sales Co., Inc., 60 East 42nd St., New York, has let general contract for new one-story plant at Bethlehem, Pa. Cost about \$75,000 with equipment.

(Concluded on page 62)

Motor TRANSPORTATION

Calif. Truckers' Meeting Discusses Laws

Legislation was the dominant subject of discussion at the convention of the Truck Owners' Assn. of California, held Feb. 14 and 15 at the Hotel Leamington, Oakland, Cal., and the only important resolution passed was in opposition to bill proposing changes in the Highway Carriers' Act and the City Carriers' Act. The meetings were well attended by operators from all over the State and 500 attended the annual banquet at which the main speaker was Fred Panhorst, bridge engineer with the Division of Highways. Mr. Panhorst's subject was the present status of California highways and the relationship between the State highway system and military needs.

Another important speaker, who addressed the luncheon on the 15th, was Carl C. Baker, president of the California Railroad Commission, who reviewed the activities of the Commission as it affects trucking, undertaken during the past year.

The business sessions were almost entirely given over to analyses and discussion of bills affecting trucking that have been introduced into the first session of the California legislature, now recessed. The opening business meeting was held on the first day of the convention, in the afternoon. Following the report of president J. P. Spaenhower, who presided, secretary R. B. Thompson gave his report, and Mr. Thompson and David G. Shearer presented a comprehensive analysis of the bills introduced in the legislature. Of the 4000 or more bills that have been introduced, 350 affect the trucking industry. There are proposals to increase gas and Diesel taxes, measures to increase personal property taxation, several adverse rate bills sponsored by the California Railroad Commission, bills to increase unemployment insurance payments, and a number of labor bills about which the industry is not enthusiastic; but the proposed measures that agitated the convention most were the set of bills to amend the Highway Carriers' Acts.

There is no doubt, the industry believes, that these measures were introduced by the California Railroad Commission and have the Commission's support. One bill re-

quires any new operator to show public convenience and necessity before he is permitted to obtain an operating certificate; this bill contains a "grandfather clause." Other similar measures, also requiring a showing of public convenience, apparently do not give "grandfather" rights.

The convention went on record in a resolution as being opposed to this set of amendments to the highway carriers' acts on the ground that if they go into effect they will practically destroy the trucking industry of the State of California.

Mr. Thompson said: "California is an agricultural State. If these measures are passed, any future operator must show public convenience and necessity in order to operate. The amendments would stop an operator from moving to one district from another to handle agricultural crops, if the measures were literally enforced."

There are 8,500 for-hire operators in California. "If the amendments that are proposed should be carried," Mr. Thompson told the meeting, "in the first 2 years this number would be cut in half." According to trucking leaders, the amendments are sponsored by the Railroad Commission on the assumption that there is too much transportation in California and that if there were fewer operators, more economical operation could be had with better distribution of loads and consequent lowering of rates. Trucking industry leaders disagree with this reasoning. The fight over this legislation promises to be a bitter one. The Truck Owners' Assn. of California will exert all its pressure and influence to have the amendments defeated. —*Gidlow*.

Fruehauf Army Order Totals \$4,465,000

The Fruehauf Trailer Co., Detroit, is manufacturing 4,000 new-type trailers for the transportation of 60-in. anti-aircraft searchlight and attendant powerplants for the Army.

Award of the contract for the manufacture of the trucks by this firm at a cost of \$4,465,040 was announced by the War Dept.

The trailers, a 4-wheel tandem tilting type, represent considerable improvement in the transportation of searchlights previously carried on 2½-ton trucks which required over 11-ft. vertical clearance. The

excessive height necessitated some detours as certain underpasses could not accommodate them. Overall height of searchlight and carrying vehicle has been reduced to 9 ft., including the canvas top. With this height, no difficulties are anticipated from existing underpasses.

An important feature is the variation of "knee action" which allows trailers to maintain a fairly level course even when traveling over rough ground. The wheels are mounted at each end of a walking beam which in turn is pivoted in the center. This arrangement, plus a shock-absorbing mechanism, removes much of the bounce which might easily damage delicate searchlight parts.

Other advantages are a smooth undersurface preventing the trailers from lodging on obstructions, easier loading and unloading as a result of the tilting arrangement, and a high degree of maneuverability made possible by use of a collapsible dolly wheel. The trailers, which will also be used to haul powerplants for the searchlights, are fabricated from standard parts and plates and require few specialized fittings. Four screw-jacks, one at each corner of a trailer, permit leveling the chassis and operation of searchlights on the trailer itself if necessary.

Design of the original trailer was developed by A. F. Kuester, of Clintonville, Wis., and developments and improvements were made by the engineer board at Fort Belvoir, Va.—*Manning*.

Rates and Regulation Top Problems

When the California legislature reconvenes for its 22nd session on March 3, the trucking industry will have to keep its eye on some 350 of the 4,000 bills that have been introduced at Sacramento so far. According to preliminary digests of the measures affecting the industry by its legislative representatives at Sacramento, David G. Sherer and Roy B. Thompson, the following are the ones that must be watched most closely:

Rates: A proposed measure would require that before any rate may be set, public interest must be demonstrated. Another—which Mr. Thompson thinks would make it more difficult for truckers to meet

rail competition—would repeal the existing law providing that the Commission shall not establish rates for contract or radial carriers higher than existing rail rates. Still another rate bill would give the shipper a refund of excess charges, retroactive for 2 yrs. or more, if the Commission found a given rate to be "unreasonable or unjust," either as a result of investigations already established or approved, or rates charged by the carriers which were higher than the minimum rates established, or charges made by the carrier on commodities where rates had not been fixed.

Regulation: The most vital of the proposed measures on regulation are those amending the highway carriers' acts. The changes, and truckers' reaction to the bills, are discussed in the report of the annual convention of the Truck Owners' Assn. of California.

Other regulatory measures are: expansion of rail-owned truck lines would be hampered by the proposal that railroads may not parallel their own rights-of-way with truck lines, but may be limited to feeder truck lines.

Act to strengthen the itinerant merchants' law.

Act to change the gross weight formula (previously reported in *D and W*).

A compulsory public liability and property damage insurance measure which, if passed, would touch only private carriers, since I.C.C. and C.R.C. permits include this requirement now for "for hire" carriers.

There are a number of more or less routine mechanical requirement and safety measure proposals, some of which are regarded as troublesome, some unnecessary.

Taxation: Under this head come a host of bills, including increases in the Diesel and gasoline tax, increase in fees paid to the C.R.C. for re-registration and for filing, from \$1 to \$10; repeal of the 3 per cent tax; further exemption of certain classes of carriers; imposition of a gross tonnage tax. As much as a 2 cent increase in the gasoline tax is asked, which, if passed, would give California a 5-cent gas tax; adding a possible 3-cent federal tax, this would add up to an 8-cent tax in this State. Cities and counties are demanding a greater share of the gas tax; so is the State Highway Commission. Indications are that the current notion that trucks do not pay their share of taxes may be followed by legislation to increase taxes for the industry. Industry leaders relaxed a little when they came to the measure proposing that cities be prohibited from taxing truck

operators who do not maintain terminals or offices in the city capable of imposing tax.

Labor and Social Legislation: A group of bills would increase employers' payments of unemployment insurance payments, at the same time lowering employees' portions, increasing employees' benefits. Another set of measures would do the reverse. "Little" NLRB-type measures approach hours of service and arbitration techniques from several angles. Other bills contain provisions for minimum wages, working conditions, sanitary regulations, etc. There is a bill to limit working hours of drivers to 10 hrs., with a proposed minimum fine of \$100, maximum of \$500, for violations; would require the keeping of a more detailed log than I.C.C. now demands.

The big fight this year, unless additional dangerous bills are introduced at the 2nd session, will center around the proposed amendments to the highway carriers' acts, described in TOAC annual convention report in this issue.—*Gidlow*.

Consolidated Now in 10 States

The world's longest motor freight line, with headquarters in Portland, Ore., announces extension of its Nation spanning system to include routes to Duluth, Superior, Eau Claire, Rice Lake, Madison and Chicago from the Twin Cities. For over 5 yrs. Consolidated Freightways has operated West from Minneapolis-St. Paul, directly to over 700 Western and Pacific Coast markets.

What was said to be impossible a few years ago has been solved and today Freightways Freightliners are rolling cargo from Chicago to Pacific Coast markets in six days. Many Northwest markets receive shipments from the Twin Cities on the 4th morning.

Including the recent extension, this firm, the biggest motor freight system West of the Mississippi, now operates in 10 States—Minnesota, Wisconsin, Illinois, North Dakota, Montana, Idaho, Washington, Oregon, California and Nevada.

Consolidated Freightways renders daily service over its nearly 11,000-mile system.

A relatively young company, but a pioneer in the industry, Consolidated Freightways has in the 11 yrs. of its existence increased its business by 1,000 per cent, its payroll and personnel by the same percentage, and today brings to Great Lakes shippers the advantages and benefits other areas have been receiving since its founding.

What was considered a record in safety was established by over 400 Consolidated Freightways employees last Fall when they turned in the outstanding record of over 38,000,000 miles without a single accident and were awarded National Safety Council recognition for this, as well as national honors for fleets of its size.—*Haskell*.

Consolidated Absorbs Volck Bros.

The Consolidated Freightways, Inc., with headquarters in Portland, Ore., has taken over the Volck Brothers Motor Freight, Rice Lake, Wis. The transaction has been approved by the I.C.C. on a temporary lease basis. Gordon Elg, Minneapolis, has been named Rice Lake manager, and Jack Ihnet, district freight agent, will continue work with the new company, it was said. —*W.T.N.B.*

Wis. Ruling on Hauling for Assn. Members

In a case involving the rights of 200 shipping associations in Wisconsin, Municipal Judge Ernest P. Agnew, Janesville, Wis., ruled Feb. 11 that Alfred Courtney, Milton Junction, who was authorized to haul for the Whitewater Consumers Cooperative Assn., did not exceed his Public Service Commission authority when he hauled for the members.

There was no dispute over the facts in the case, but both the cooperative association and the Commission sought a ruling on interpretation of the rights of the trucker. The State claimed Courtney could haul for the cooperative association, but not for its members as individuals.

"If the Public Service Commission intended to limit the defendant's authority, it could have stated in the authority granted that transportation was for the association only and not its member stockholders," Judge Agnew ruled.

"In the instant case, the board of directors of the Whitewater Consumers Cooperative Assn. authorized the defendant to take orders for hauling and while A. O. Robertson himself was not a stockholder of the association, the testimony reveals that he lived on the farm owned by William Paul who is a stockholder in said association and since the defendant can haul from the farms owned by stockholders of the association, the defendant has not violated his authority.—*W. T. N. B.*

5 New Reo Models

Addition of 5 heavy-duty models, rounding out Reo's 1941 truck line, is announced by Reo Motors, Inc.

Model 21H with 288 cu. in. engine has gross rated capacity of 17,000 lbs.; Model 22H with 310 cu. in. engine, 19,500 lbs.; Model 23H with

381 cu. in. engine, 22,000 lbs.; Model 23HH, with 404 cu. in. engine, 26,000 lbs.; Model 23HHH with 517 cu. in. engine, 35,000 lbs. Engines are all 7-bearing type with full-pressure lubrication to all main, connecting rod, and cam-shaft bearings. Pistons are aluminum alloy.

According to the manufacturer, these new models are designed for the really tough jobs in their respective capacity classes. Besides increased power, they incorporate heavy duty units throughout—including over or underdrive transmissions, heavy duty clutch and sturdy tubular driveshaft. Rear axles are available in three types: spiral bevel, double reduction, and two-speed double reduction.

Wheels are Spoksteel. Tires from 9.00 by 20 up (dual rears), provide ample capacity for varying requirements. Long, flexible silico manganese springs, with helpers, are said to assure adequate cushioning for light or heavy loads.

Positive vehicle control is provided by powerful internal hydraulic brakes with extra large braking areas and alloy iron drums. Westinghouse air brakes are available on all the new models. Chassis lubrication is by hydraulic pressure fittings. Headlamps are sealed-beam type.

Model 23HHH, powered by the 517 cu. in. engine, is the big brother of the Motor Carriers Special, with a 404 cu. in. engine, announced in 1940. This model is designed for sustained high-speed operation, fast hill climbing, and in general the type of performance essential for operators who must maintain schedules.

As with other 1941 models, Reo Moreload design, it is claimed, provides from 18 to 20 in. more load space on shorter wheelbase. Among other features pointed out are: 2 to 4 ft. shorter turning radius; ideal weight distribution; complete interchangeability of mechanical units, and distinctive modern styling.

Mack Offers Wide Range of Truck Models

One hundred and eight regular models, claimed to be the widest

range of truck equipment offered by any truck manufacturer, are now in production by Mack Trucks, Inc., for the year 1941. With units ranging from one to 45 tons, Mack is now offering a selection of truck equipment second to none, whether gasoline or Diesel powered, conventional or cab-over-engine type, 4 or 6-wheeler, or shaft or chain driven.

For 1941, Mack is offering 54 gasoline-powered truck models, 11 4-wheel conventional shaft-driven models being listed and seven 4-wheel conventional chain-drive models being offered. In the conventional-type 6-wheel type of truck, Mack is also offering a large selection of models with seven 6-wheel 4-wheel shaft-driven models and 2 chain-drive 6-wheelers.

In cab-over-engine models, an extremely wide selection is announced for 1941. Eight 4-wheel cab-over-engine models are in production as well as five 6-wheel 4-wheel shaft-drive models.

A feature of the 1941 line is the new series of tractor models. These units are distinct tractor models and have been designed and built expressly for efficient highway tractor-trailer service. Mack is including in this line of tractors 7 conventional-type tractor units and 3 cab-over-engine tractor models.

Besides its full line of 54 gasoline-powered truck models, Mack is offering a series of 54 Diesel-powered truck models powered by engines ranging in size from 212 to 650 cu. in. This is claimed to be the most complete line of Diesel-powered trucks in America. Employing the Lanova principle of "controlled combustion," these Diesel engines feature high-power output and great economy and most nearly approach the flexibility, durability, simplicity, and reliability of gasoline engines.

Of conventional type, there are ten 4-wheel Diesel-powered truck models in the Mack line. Eight 4-wheel cab-over-engine units are also offered with Diesel power. In conventional type 6-wheel Diesel-powered units Mack is offering 7 models, while 5 cab-over-engine Diesel-powered 6-wheelers are also included. In chain-drive Diesel-

powered 6-wheelers, Mack is offering 2 models.

In the tractor line 7 Diesel tractor models of conventional type and 5 Diesel cab-over-engine tractor models are being offered.

In addition to its full line of truck and tractor models, Mack also produces 2 standard semi-trailer models. These semi-trailers feature the co-incident safety lock by means of which the act of raising and lowering the support wheels automatically engages and disengages the parking brake. This device also actuates a secondary lock on the 5th wheel, thereby preventing nose dives, dragging brakes, and runaway trailers.

Rate Revision in East

New tariffs of motor carriers announced effective Feb. 24 by the Middle Atlantic States Motor Carrier Conference in compliance with the minimum rate order of the I.C.C. in Ex Parte MC-20, reveal some important changes in rates and rules and minimum weights. It is thought that on the whole there will be no material changes in the rates or charges except on a comparatively small part of the present motor carrier traffic. Some exceptions have also been made in the case of light and bulky commodities.

Briefly, the following represent the principal changes:

1.—The truckload minimum weight, except to and from most of Virginia and West Virginia and a small part of Western Pennsylvania, will be 23,000 lbs., with rates subject to minimum of 16,000 lbs., 25 per cent higher. To and from the excepted areas the minimum truckload weight will be 20,000 lbs.

2.—A great many specific point-to-point commodity rates will be canceled.

3.—In the case of lower grade commodities moving extensively, commodity rates are being published for general application on what is equivalent to a distance basis.

4.—Generally speaking, class rates are unchanged.

5.—The classification exception ratings will be uniform throughout the territory via all carriers, except in a few instances.

Uniformity is the most important thing accomplished.



Mack's EGU cab-over engine model



The EH Mack for intermediate loads



Mack's EHU cab-over engine design

FROM THE **LEGAL** VIEWPOINT

By Leo T. Parker, Legal Editor

Law Against Use of Same Name

LEGAL EDITOR, DandW: Quite recently, we have had some legal difficulty as follows: I own a storage firm and had in my employ for many years a cousin. Later, my cousin established his own business and he is using his name which also is mine. Our customers are confused and we do not know what to do. Can you advise us?—White Storage.

Answer: The law is that no person may use *any* name on his product or in his business which is likely to confuse the general public. This law is further established that although you may have a legal relative whose name is "White," he cannot use his own name in connection with a business, as the storage business, if such use is likely to confuse the general public or enable him to obtain the advantage or benefit of your publicity.

The courts hold that under these circumstances your cousin cannot use his name unless he adds to *every* advertisement and other notification the fact in **LARGE** type that he is not connected nor associated with your firm. Consult a local lawyer and if he requires higher court citations of variations of this law, particularly related to the storage business, write to me and I shall be very pleased to send same to you.

Factory Repairs Not Necessary

LEGAL EDITOR, DandW: A few days ago, while we were moving some household goods, one of our men accidentally dropped a gas range from the rear end of a truck. We can see only a small piece of the porcelain enamel damaged. However, the owner will not accept the range and demands that we send it to the factory and have same inspected and repaired. What are our legal rights in this matter? Can the owner compel us to do as he demands?—Allied Van Lines, Inc.

Answer: There is no legal recourse by which the owner may compel you to send the range to the factory for inspection and repair. On the other hand, the owner can refuse to accept the

range until it is properly repaired, and if he accepts it before you repair it and, later, gas may leak and cause an explosion then, under these circumstances, you may be held liable for the resultant dam-

ing collected by a seller in New York who shipped goods to purchaser in other States. Please explain the law further.—Bay Terminals, Inc.

Answer: It is true that a State or a city may not compel payment of sales taxes on goods shipped interstate. However, certain circumstances may exist under which shipments may be made from a purchaser in one State from a seller in another State and yet the seller must pay the State or city sales tax. Recently, it must be admitted, the courts seem to be "leaning" toward taxation rather than otherwise. Now, take for example, the case you mention. O'Kane, 28 N.E. (2d) 905. In this case, a seller of investment securities had his office in New York City. This seller would use the telephone to call various persons in other and different States for the purpose of obtaining "orders." Of course, all telephone conversation was to be confirmed by written communication. In other words, the purchasers would write letters stating that the purchase of the securities over the "phone" was O.K. and in return, the seller in New York City would write that the sale was approved. Then the seller would mail the securities to a bank in the town, in another State, in which the purchaser lived. The securities, as bonds and stocks, were attached to sight drafts. The result was that the banks remitted the proceeds of the sales to the seller in New York. In view of these facts, the higher courts held that the seller was bound to pay the STATE sales tax. This is so, because the courts held that actually the delivery was made in New York, because the securities were mailed therefrom.

Now, this brings to our attention another interesting phase of the law. The courts hold that at the instant a letter is dropped in any Government post office or mail box, *that* is the instance or time that the *legal* delivery is made to the addressee. In other words, from the standpoint of acceptance of an offer to sell, the purchaser has made an acceptance if he mails a letter of acceptance *before* the seller mails a letter stating that the offer is *not* acceptable. For example, assume that a seller in Ohio offers to sell, at a stipulated

Mr. Parker answers legal questions on all subjects covered by DandW.

Send him your problems care of this magazine. There will be no charge to our subscribers for the service.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

ages. Furthermore, the owner may accept the range and have it repaired, at reasonable cost, and demand that you repay the expenses.

It may be advisable to compromise and agree to send the stove to the factory, and, if it is found to be broken, other than the cracked enamel, you may pay all or a part of the expenses, and if it is only damaged to the extent of the cracked enamel, then the owner should agree to pay the shipping expenses. On second thought, why is it necessary to send the stove to the factory? Are there no experienced stove repair men in your locality? If you agree to have the stove repaired, that is all that the owner may legally expect or demand, irrespective of who does the repair work. In other words, the owner is not within his legal rights in making the selection of where the stove is repaired or who does the work. If one of your employees does the repair work in your plant, that is all the owner can legally expect or demand.

N. Y. Sales Tax on Interstate Goods

LEGAL EDITOR, DandW: One of our customers recently requested further information on the item in the December issue of *DandW* relative to a sales tax be-

price, certain merchandise to a purchaser in New York. If the purchaser in New York mails a letter accepting this offer *before* the seller in Ohio mails a letter stating that the offer is withdrawn, then there is a valid contract and both the seller and the purchaser are bound to fulfil the obligation of this contract. On the other hand, assume that before the seller writes and mails a letter, stating that he cannot sell the goods at the agreed price, the purchaser writes and mails a letter accepting the offer and the seller *receives* the letter sent by the purchaser *before* the purchaser receives the letter sent by the seller. The latter evidence is *not* important, as the courts hold that the time the letters were mailed is the all important fact.

Now, therefore, in view of these facts of law, it appears that in the above explained case the court held that the delivery of the securities was made in New York because the securities were mailed therefrom. And, furthermore, the court held that delivery was made NOT at the time the purchasers received the securities but AT THE TIME same were deposited in the mail box or post office. In view of these facts of law, it is quite apparent that a legal distinction exists between these transactions and those of the average buyer and seller whose goods are shipped by express or freight. However, AS TO FUTURE holdings of the courts, with regard to shipments from one State into another, we shall be compelled to be content to read and learn the future law from these FUTURE cases. This is so, because every litigation has injected therein different elements and WE CANNOT anticipate the outcome of these various legal controversies until ALL facts are presented. However, the following higher court cases in a manner establish law:

Tax on storage, whether the goods have been shipped interstate, or otherwise, is valid, State, 25 Ohio L Abs 634. A tax on using any chattel is valid, Spokane, 198 Wash. 682; and see for varied law, 198 Ark. 628 and 103 A.L.R. 18. In the latter citation, there are listed over 50 higher court cases in which interesting variations of the law are explained. As to discrimination against interstate commerce laws, read the many variations listed under 117 A.L.R. 444. In these citations, the courts are in accord with the law that States cannot pass or enforce laws which interfere with the interstate established laws and regulations. And again, see the United States Supreme Court decision of 300 U.S. 577 in which this highest court held that a State cannot impose

on interstate transactions or can the State tax interstate transactions.

This Month's Important Decisions

Negotiable Warehouse Receipts Pledged

THE law is well settled that any person to whom a negotiable receipt has been duly negotiated, acquires the same legal title to the goods as the person negotiating the receipt to him had or had ability to convey to a purchaser in good faith for value, and also such title to the goods as the depositor or person to whose order the goods were to be delivered by the terms of the receipt had, or had ability to convey to any purchaser in good faith.

Another important point of law is that the validity of the negotiation of a receipt is not impaired by the fact that such negotiation was a breach of duty on the part of the person making the negotiation, or by the fact that the owner of the receipt was deprived of the possession of the same by loss, theft, fraud, accident, mistake, duress or conversion, if the person to whom the receipt was subsequently negotiated, paid value therefor in good faith, without notice of the breach of duty, or loss, theft, fraud, accident, mistake, duress or conversion.

Therefore, in view of the above explained established law, relating to negotiable warehouse receipts, where the owner of merchandise intrusts it with a person, who places it in a warehouse and obtains negotiable warehouse receipts therefor and subsequently pledges them as collateral security for a promissory note or notes, and the moneylender thereafter takes possession of the merchandise, the title of the latter to such merchandise is superior to that of the true owner.

For example, in Lippincott Distributing Co. v. Peoples Commercial and Savings Bank, 30 N. E. (2nd) 691, the records show that the Lippincott Distributing Co. contracted to consign to the Union Grocers, Inc., certain merchandise for purposes of sale. The agreement contained a provision to the effect that the Lippincott Distributing Co. was to be paid as the goods were sold. Under the terms of the agreement, title to the consigned merchandise was to remain and be vested solely and exclusively in the Lippincott Distributing Co. until the consigned merchandise was sold, and the merchandise was at all times to be held by Union Grocers, Inc., subject to the orders, direction and control of the Lippincott Distributing Co.

The merchandise was shipped to Union Grocers, Inc., which placed the merchandise in storage with the Union Commercial Warehouse Co., for which merchandise negotiable warehouse receipts were issued to Union Grocers, Inc. Soon afterward, the latter borrowed money from a bank and gave the bank a note secured by the warehouse receipts. In other words, as collateral security, the Union Grocers, Inc., pledged the warehouse receipts which had been issued to it upon the deposit of the consigned merchandise in the warehouse of the Union Commercial Warehouse Co.

The legal question arose whether the Lippincott Distributing Co., the true and legal owner of the merchandise, could recover possession of same from the bank. It is important to know that the higher court held that the bank had the prior lien and was entitled to keep or sell the merchandise to secure the amount due on the note. This court stated important law, as follows:

"By placing the merchandise in possession of the United Grocers, Inc., with authority to sell, Lippincott Distributing Co. made it possible for that company to deal with the consigned merchandise in the manner it did. Appellee (bank) was wholly without fault or blame, having had neither actual nor constructive notice or knowledge of the relationship between Lippincott Distributing Co. and the Union Grocers, Inc. Appellee was an innocent party. True, appellant was likewise an innocent party. However, it was appellant's (Lippincott Distributing Co.) confidence in its own consignee which was betrayed, and this betrayal was made possible by the means which appellant had entrusted to its consignee. It is in such case as this that the maxim 'he who trusts most must suffer most' finds application."

Bailee Liable as Common Carrier

A bailee's usual obligation to use an ordinary degree of care to safeguard stored goods against loss or injury may, under certain circumstances, be automatically increased.

For illustration, in Keystone Motor Freight Lines v. Brannon-Signago Cigar Co., 115 Fed. Rep. (2nd) 736, it was shown that a motor carrier was unable to deliver goods on Saturday afternoon because the consignee's place of business was closed. It left the goods with another motor carrier for delivery on Monday under a special "pick-up and delivery service." The goods were stolen from the 2nd motor carrier whose counsel contended that it was not liable because it acted only as bailee or warehouseman for the first carrier. It is important to know that the higher court held the 2nd carrier liable, and said:

"The mere arrival of goods at their destination does not reduce the liability of the carrier to that of a ware-

houseman where anything remains to be done by the carrier in order to effectuate a delivery. . . . Having decided that the attempted delivery was not such delivery as would end the carrier's liability as a carrier, it follows that the goods were still in interstate commerce when they were deposited with appellant (2nd carrier) who was a common carrier.

Carrier Assumes Responsibility

THE higher courts consistently hold that when a common carrier assumes a responsibility, it is liable in damages for injury to shipped goods resulting from its negligence. In other words, although a carrier is not, under the law, obligated to assume a responsibility, it is equally liable for its negligence as if the assumed responsibility had been an obligation.

For instance, in *Atlantic Coast Line R. Co. v. Sperry Flour Co.*, 11 S. E. (2nd) 809, Georgia, it was disclosed that a shipment of flour, 700 bags in 2 cars of 350 bags each, originating in Tacoma, Wash. arrived in Atlanta, Ga., in a damaged condition. The shipment traveled from Tacoma to Charleston, So. Car., by boat where it was unloaded and reloaded on cars of a common carrier, which, however, was not obligated to supply the cars. The owner of the flour sued the carrier which owned the cars.

During the trial, there was no denial that the flour was damaged by the absorption of some foreign chemical, but how, where, and at what point the damage occurred was disputed.

It is important to know that the higher court held the carrier liable, saying:

"We find that the damage occurred after the shipment had been loaded into the defendant's cars in Charleston, and from thence in transit to Atlanta by reason of some foreign chemical substance within the cars. There is sufficient evidence to support the verdict. . . . If it assumed the duty of furnishing cars when it was not under any obligation to do so, it was bound, under the law, to furnish suitable cars, for the purpose intended."

Taxation Law Held Discriminatory

IT is established that all license or taxation laws are void which are discriminatory. And while every presumption is to be indulged in support of the validity of a duly enacted statute, yet, when a law is destructive of rights granted and secured by the United States Constitution, there is nothing for the court to do except to sustain the fundamental law by declaring the statute unconstitutional and void.

On the other hand, it is well settled law that the regulation of sales of articles to prevent fraud or disease is within the legislative

power. But, it is also settled that no State can impose upon the citizens or products of other States more onerous public taxes than it imposes upon the like products or citizens of its own State.

For illustration, in *Mueller v. Commissioner of Public Health, Massachusetts*, 30 N. E. (2nd) 217, it was shown that a State law requires the payment of a license fee as a condition precedent to the sale of furniture within the State, manufactured outside the State by a manufacturer who does not reside or have a usual place of business in the State. However, the law does not require this license fee as a condition precedent to the sale of furniture within the State manufactured outside the State by a manufacturer who has a usual place of business in the State. Moreover, a license fee is not required for the local sale of furniture manufactured outside the State by a manufacturer who resides in the State. In holding the State law void, the higher court said:

"We are of opinion that the provisions of the statute in question amount to discrimination for which no reasonable explanation can be given or special circumstances can be said to negative."

Employee Within Scope of Employment

GENERALLY speaking, an employer is not liable for payment of compensation insurance, where an employee is injured or killed while acting "outside the scope of the employment." However, where the contract of employment contemplates conveyance of the employee to or from his place of work, an accident arising out of such transportation is compensable.

For instance, in *Chrysler v. Blue Arrow Transport Lines*, Michigan, 295 N. W. 331, it was shown that a common carrier had State industrial or workmen's compensation insurance on its employees. It operates a number of trucks between Grand Rapids and Chicago, and any of the truck drivers who arrived in Chicago on Saturday, too late for the unloading and reloading, had the choice of remaining in Chicago over Sunday at the carrier's expense, or of returning home for the week-end on another truck if one were returning. An employee was killed while returning home as a passenger on one of the carrier's trucks. The higher court held the employee's dependents entitled to recover compensation, and said:

"In the case before us there was a clear undertaking on the part of the employer to furnish week-end transportation between Grand Rapids and Chicago whenever the last trip of the week did not leave the driver in his home town."

What Is "Doing Business"?

VARIOUS higher courts have held that one test of whether a foreign corporation is "doing business," within a State, is whether it is doing such acts as are within the function of its corporate powers. On the other hand, all courts agree that the power to do interstate business is derived from the Federal Government, and the States have no power to abridge this right, or to interpose any burden or regulation materially affecting it. In other words, the power of the Federal Government as to interstate commerce is only limited by restrictions in the Federal Constitution, and the States have no power over the subject. Therefore, the power to do interstate business is not derived from the State government. So held a higher court in the late case of *Morrison v. Guaranty Mortgage and Trust Co.*, Mississippi, 99 So. 110.

The facts of this case are that laws of the State of Mississippi require corporations "doing business" in the State to file a copy of its charter and appoint a process agent, within the State.

A loan corporation, located in Tennessee, sent a representative into Mississippi to solicit loans. The representative was not obligated to send to the company such applications for loans, nor was the company obligated to accept them.

In holding that the corporation was not "doing business" in Mississippi, the court said:

"There are many cases in Mississippi in which it has been decided that a corporation in another State is not doing business in Mississippi—that is to say, is not doing intrastate business therein—merely because it has employees or agents in the State to solicit orders to be transmitted to the principal, or to perform acts incidental to its interstate commerce."

Notice Held Invalid

THE fact that a warehouseman may give to a customer a receipt having printed thereon a limitation or release of liability, does not in the least obligate the customer, unless his attention is directed to the notification and he agrees to be bound by it.

For example, in *Sandler v. Commonwealth*, Massachusetts, 30 N. E. (2nd) 389, it was shown that the owner of chattels delivered same to a bailee, as a warehouseman. The owner was given a receipt on which was printed a notice that the bailee would not be responsible for loss or damage to the goods and that he would not furnish a watchman after 6 p. m. to safeguard the chattels which were left exposed.

A theft occurred after 6 p. m.

and the customer sued the bailee to recover full value of the stolen chattels. The bailee contended that he was not liable because the owner of the chattels had accepted the receipt containing the liability release and the notification that no watchman would be on duty after 6 p. m. However, the higher court held the bailee liable, and said:

"The limitation on the defendant's (bailee's) liability by the language appearing on the 'stub' given to the plaintiff, but not read by him, did not as matter of law require the direction of a verdict for the defendant. It could not have been ruled as matter of law that the responsibility of the defendant with respect to care of the plaintiff's automobile ended at 6 o'clock in the evening on the day in question. The statement on the 'stub' given to the plaintiff 'No attendant on duty after 6 p. m.' could be found not to bind the plaintiff (customer) for the reason above stated."

Lien Superior to Mortgage

IT is well established that a lien is superior to a subsequent chattel mortgage if the lien is properly and legally recorded; or if the holder of the lien retains possession of the goods; or if the holder of the chattel mortgage knew that the lien existed when he took the mortgage.

Another important point of law is that the record of an unsatisfied and undischarged lien, which was filed and upon which foreclosure was commenced within the time allowed by statute, is notice not only of the lien but of the action to foreclose it. This is so for the reason that the record puts an interested party on inquiry, which, if conducted with reasonable diligence, would disclose whether or not an action to foreclose the lien had been begun.

For illustration, in *Conner v. Caldwell*, 294 N. W. 650, Minnesota, it was disclosed that a person performed services on a chattel and held a lien thereon, because the owner failed to pay the value of the services rendered. Later the lien holder sued on the lien and recovered a judgment. Afterward, the owner of the chattel mortgaged it and the mortgagee foreclosed. The legal question arose whether the mortgage was prior to the lien and whether the holder of the lien lost his priority by his failure to notify the purchaser of the chattel at the foreclosure sale that he held a lien on the chattel. In holding the lien to be prior, the higher court said:

"Plaintiff (lien holder) was not bound to take affirmative measures to protect himself against the chattel mortgage foreclosure sale. He had already done all that the law required to preserve and enforce his lien. The chattel mortgage foreclosure sale was as a matter of law subject to his lien rights. The holder of a lien which is superior to a chattel mortgage is not estopped by his mere silence to assert his superior right against a purchaser with notice at the foreclosure sale under the chattel mortgage."

POSITION WANTED

Have you an opening for a middle-aged man who has had over 30 yrs. traffic experience in all its phases? I can qualify as Warehouse Superintendent, Office Manager or Solicitor. Have been with a large warehouse until recently. Have personality, character and ability.

Address Box T-778, care DandW,
100 East 42nd St., New York

POSITION WANTED

Extensive knowledge of law and familiar with freight tariffs, billing, etc. Am a Christian, middle aged, married, in good health, industrious and an experienced stenographer, secretary and correspondent. Would welcome a personal interview.

Address Box V-889, care DandW,
100 East 42nd St., New York

Position Wanted

Warehouse executive, 36 yrs. old, with 11 yrs. experience in merchandise and cold storage warehousing. Has worked up through the ranks and experience covers management, operating, and solicitation. Wide acquaintance among national distributors. Presently employed, but desirous of changing location. Connection with good company where there is opportunity for advancement based on ability and results, more important than starting salary.

Address Box A-425, care DandW,
100 East 42nd St., New York

POSITION WANTED

Aggressive man, 49 yrs. old, good health, with personality to make and hold friends. Has had 25 yrs. complete experience, operation and sales, merchandise and cold storage warehouse; familiar with quick-freezing operation.

Could influence considerable volume of business for any connection I may make, as well as develop new business through sales and new ideas. Employed at present.

Address Box L-971, care DandW,
100 East 42nd St., New York

Transfer of Shipment at Warehouse Interstate

Motor carriers performing intrastate or collection of shipments arriving from or destined to points in another State are engaged in interstate commerce and must have operating authority from the I.C.C., even though the shipments are transferred through a public warehouse instead of at the terminals of the connecting interstate carriers.

This principle was laid down early in February by the I.C.C.'s Motor Carrier Division in granting the application of Buckeye Motor Service, Troy, Ohio, for a new permit to transport gummed paper and gummed cloth between Troy and Hamilton, Ohio, with service at all intermediate points, and at Oakwood, Ohio, as an off-route point.

Buckeye's operation was inaugurated in July, 1937, after it had been authorized by the Public Utilities Commission of Ohio. The carrier believed its operations were in intrastate commerce, and, therefore, filed no application with the I.C.C. until it was advised to do so by a Commission representative.

The carrier serves 2 shippers at Troy who, along with others manufacturing similar paper products in the same general part of Ohio, belong to a trade association which assists its members in combining or consolidating their separate daily less-than-carload outbound interstate shipments into pool-car loads at different nearby plants in order to obtain carload rates.

Buckeye picks up the L.C.L. shipments of the Troy shippers in the morning and transports them to the particular Ohio plant at which the pool-car is to be loaded that day. It unloads and leaves the shipments at the plant platform of the paper manufacturer at the point the pool-car is to be loaded and does not deliver those shipments to the outgoing carrier. Delivery to the outgoing carrier is made, usually on the same day, by the local paper plant in connection with the shipment of its own products in the same car.

Although Buckeye has no arrangement or contract with the outgoing carriers, is not a party to the bill of lading covering the pool-car load, and is paid for its services by the Troy shippers, its operations are in interstate commerce within the meaning of the law, the Division stated, adding:

"It is the initial and continuing intention of the Troy shippers that the shipments shall move from Troy to the pool-cars and thence promptly to interstate destinations. Applicant's service is a part of the complete movement of the shipments in interstate or foreign commerce, and is subject to the jurisdiction of this Commission."



Get That Real Quality Satisfaction
That Comes with Owning a Gerstenslager Van
The Ideal Custom Built Van Body—Built to Last
BEAUTY OF DESIGN—SUPERIOR CONSTRUCTION—MORE STRENGTH—LESS WEIGHT

Write for Further Information

THE GERSTENSLAGER CO.
EST. 1860. WOOSTER. OHIO

WHERE TO BUY

ALARMS (Fire)

American District Telegraph Co., 155 Sixth Ave., New York, N.Y.
(See advertisement elsewhere in this issue.)

BATTERIES (Storage)

Edison Stge. Battery Div., Thomas A. Edison, Inc., West Orange, N.J.
(See advertisement elsewhere in this issue.)

BODIES (Van)

Gerstenslager Co., Wooster, Ohio.

CASTERS (Truck)

Edison Corp., 341 Cedar St., Elyria, Ohio.
(See advertisement elsewhere in this issue.)

Darnell Corp., Ltd., P. O. Box 4027, Sta. B, Long Beach, Calif.

Hoisington Truck & Caster Co., 1161 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

CLOCKS (Time and Watchmen's)

American District Telegraph Co., 155 Sixth Ave., New York, N.Y.
(See advertisement elsewhere in this issue.)

Exactly Right for your needs

DARNELL CASTERS & E-Z ROLL WHEELS

There is a type of Darnell Caster or Wheel for every kind of use and floor. Made for light, medium and heavy-duty service, you are sure to find in the Darnell line the exact caster or wheel to meet your individual requirements.

DARNELL CORP., LTD. LONG BEACH, CALIFORNIA
36 N. CLINTON, CHICAGO—24 E. 22nd, NEW YORK

**"PORTABLE" CONVEYORS CUT COSTS**

Handle bags, boxes, crates, cartons, hampers quickly, inexpensively with Portable's Featherweight Model 391. Modern, lightweight, flexible—can be moved easily by one man. Four standard sizes—six mountings. We can meet your special conveyor requirements. Write for demonstration.

PORTABLE MACHINERY DIVISION
A. B. FARQUHAR CO., LTD., 502 N. Duke St., York, Pa.
2549 N. Kehler Ave., Chicago 560 Clifton Ave., Clifton, N.J.

PROTECTIVE PADS

Gilman pads give resilient, lasting, springy protection. They include

Refrigerator, Radio and All Types of Furniture and Van Pads

The Gilman method of quilting makes pads resist long tears and rips. Only new, strong, durable materials are used for all coverings.

Send for illustrated folder.



The GILMAN BROS. CO.
GILMAN, CONN.

**PREVENT PROTESTS
PROTECT PROFITS!**

The soiled or grimy side of a pad need never injure or scratch furniture if you use 2-color Pioneer Pads. Common practice is to always use the green side against furniture—the Khaki side as the outside. Write today for new low prices!

LOUISVILLE BEDDING COMPANY, INC.
Louisville, Ky., U.S.A.

Use 2-color
PIONEER PADS

CONVEYORS (Belt)

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

CONVEYORS (Portable)

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

COVERS (Piano)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

NEW PRODUCTS**New Baker Fork Truck**

THE latest addition to the line of industrial trucks manufactured by the Baker Industrial Truck Division of the Baker-Raulang Co., Cleveland, is its new type center-control fork truck available in 2,000 and 3,000 lb. capacities. This new model has been designed for operation in narrow aisles and congested areas.

The compactness of this model, combined with the short turning axle, makes it particularly adapted to working in close quarters, a benefit of considerable value today when space is at a premium. Safety and speedy handling of material is assured since the operator rides in a position where vision is perfect. Operator's comfort, important to increased production, has been kept in mind with provision of a seat and an automobile type tilted steering wheel.

A high capacity, mill type, safety contactor electrically interlocked with the controller and the operator's seat means greater safety. It relieves the controller of arcing, and automatically opens the circuit when the operator leaves his seat.



The travel circuit closes only with the operator in position and controller in first speed position.

The center-control and the short turning axle are both Baker developments and are covered by patents owned by the company. All controls are conveniently grouped in a control panel at the operator's left. Absolute control of hoisting and tilting operations are provided in the hydraulic system. A motor driven gear pump supplies oil under pressure to the hoisting and tilting cylinders through metering valves, the excess being passed through unloading valves to the reservoir. Lowering is by gravity. The hydraulic lines are copper tubing and high pressure wire-inserted oil proof hose.

The 2,000-lb capacity truck is furnished to handle loads up to 60 in. in length, and the 3,000-lb. capacity model is furnished for loads up to 42 in. in length; 72 in. is the standard simple lift and 119 in. is the standard telescoping lift.

This lightweight compact model does not sacrifice any of the strength and ruggedness of the heavier models. The frame is fabricated of high tensile steel by arc welding and hot riveting, and the main sills are deep section flange plate members running from end to end. Upright guides are formed steel channel sections. The fork carriage travels on ball bearing rollers. Power is supplied by a single hydraulic jack, the piston movement being compounded by a pair of chains and sprockets. Drive tires are 22 by 6 and trail tires are 15 by 5.—D&W.

48 Hours In

Long Island Sound

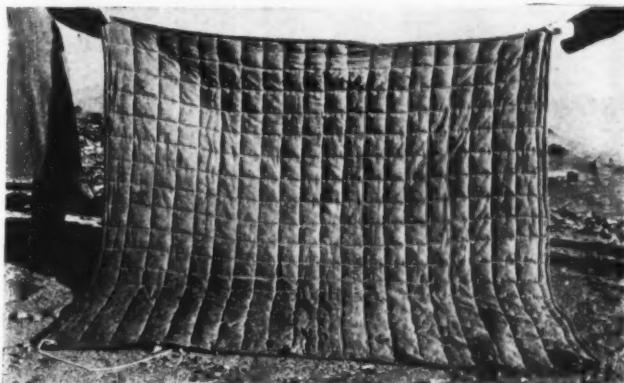
. . . yet this stock

ROYAL DREADNAUGHT PAD

dried out soft and springy, without discoloring or fading.

The hundreds of 3 inch squares held the filling rigidly in place without shifting, bunching or buckling.

Now rot-proof, washable and water-repellent, Royal Dreadnaught Pads are a greater value than ever. Sandwiched between a cover of the best quality drill, the solid one-piece felt filling is immovably anchored, by stout cross-stitching with extra heavy quality sail cord thread, into hundreds of 3 inch squares. Reinforced Royal Blue welt edge binding all round. Choice of fast color khaki, green, Royal Blue or combinations.



ROYAL DREADNAUGHT

as well as CRUISER and DEFENDER
PADS

Your First Line of Defense in Furniture Protection
for 30 Years

NEW HAVEN QUILT & PAD CO., 82 FRANKLIN STREET, NEW HAVEN, CONN.

We also manufacture Refrigerator Covers, Lift Harness, Grand Piano Covers, Upright Piano Covers, Radio Covers, Kersey Pads, Van Liner Pads, Warehouse Pads, Lift Van Pads, Web Straps With Buckle

DOLLIES

Lifting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

LOADERS (Tractor)

Ills-Chalmers Mfg. Co., 1120 So. 70th St., Milwaukee, Wis.

(See advertisement elsewhere in this issue.)

MACHINES (Fur Cleaning)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

MOTOR TRUCKS

Chevrolet Motor Div., General Motors Sales Corp., Detroit, Mich.

(See advertisement elsewhere in this issue.)

Chrysler Corp., Detroit, Mich.

Ford Motor Co., Dearborn, Mich.

(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.

Jacobs Trucks, Inc., 34th St. & 48th Ave., Long Island City, N. Y.

(See advertisement elsewhere in this issue.)

Meritor Co., 842 East 79th St., Cleveland, Ohio.

PADS (Canvas Loading)

Gillman Bros. Co., Gillman, Conn.

(See advertisement elsewhere in this issue.)

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

How to
LOWER COSTS
of FUR **STORAGE...**

New
A Combination Cold
and Fumigant Storage
without Insulation!

Here, at last, is the peak of perfection in a Fur Storage Department, achieved through many years of research and practical experience. So revolutionary is this new method of storage that it makes all previous standards obsolete.

This method of storage will keep a straight line of temperature and relative humidity day in and day out during the entire year . . . and it does away with expensive insulation. The cost of installing a Reliable Fur Cleaning and Storage Department is low and pays for itself. Write for information.

**RELIABLE MACHINE
WORKS, INC.** 130 W. 29th ST.
NEW YORK CITY



EATS INTO YOUR PROFITS

Before and after loading . . .
shuttling your vans to public scales eats into profits. Add up the hours spent doing this each month. Multiply by the number of trucks. Multiply by the hour cost per truck. (Including wages, investment and overhead it seldom goes under \$3.00 per hour.)

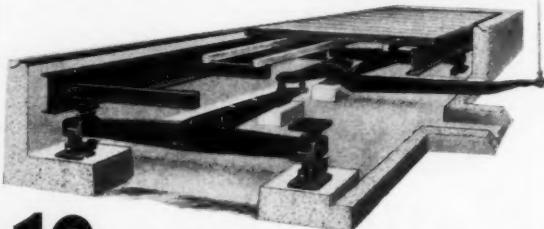
What is the answer?

When you shuttle your vans to the weighmaster, the answer is costly losses that can't be earned back.

What's the solution?

Simple: Install modern, accurate long-lived Howe Scales. Do your own weighing at your own warehouse. Cut out costly shuttling and keep the profits you work so hard to earn.

PROTECT YOUR EARNINGS with HOWE MOTOR TRUCK SCALES



10 FEATURES make this the Greatest Money-Saving Scale

- 1 Only THREE Simple Levers
- 2 Flanged Ball Plate
- 3 Ball-Protected Bearings
- 4 Machined Lever Connections
- 5 Adjustable Corner Stands
- 6 50% Fewer Parts and Connections
- 7 Low Foundation Cost
- 8 Full-floating Platform
- 9 Greater Clearance Under Levers
- 10 Sturdy Construction—Levers 74% heavier than other makes

The simplest and sturdiest of all motor truck scales insures Accurate Rapid weight that Protects your Profits. Plan now to cut your weighing costs. Ask the Howe representative to give you the story.

*Write today for newest literature on
Howe Scales, Weightograph and Trucks*

THE HOWE SCALE CO.
900 SCALE AVENUE, RUTLAND, VERMONT

PADS (Kersey)

Gillman Bros. Co., Gilman, Conn.

(See advertisement elsewhere in this issue.)

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

PLATFORMS (Lift Truck)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 500, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

RACKS (Storage)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

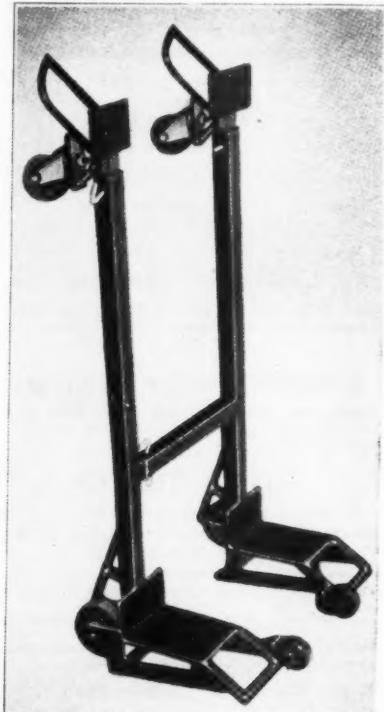
(See advertisement elsewhere in this issue.)

Home Delivery Appliance

Hand Truck

MODEL N-N. Lightweight and completely rubberized. Necessary features in good equipment:

Hand guard acts as a supporting rest and brace for hand hold.



Swivel casters. Three-inch diameter hard-rubber wheels equipped with self-lubricating bronze bushing, and swivels on a double row of ball bearings for easy rolling; they enable the truck to be used as a dolly.

Self-locking pin. Split spring pin used for adjusting height or length of the truck, from 41 in. to 63 in., making practical for either stoves or refrigerators.

Steel runners. On the back of truck, are used for easy

SCALES

Howe Scale Co., 900 Scale Ave., Rutland, Vt.
(See advertisement elsewhere in this issue.)

TRACTORS (Industrial)

Allis-Chalmers Mfg. Co., 1126 So. 70th St., Milwaukee, Wis.
(Wheel, Crawler and Snow Removal Types.)

Automatic Transportation Co., 115 West 57th St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.

TRUCKS (Cabinets & Ranges)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Drum)

Gelson Corp., 341 Cedar St., Elyria, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Fork)

Automatic Transportation Co., 115 West 57th St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

Baker-Raulang Co., 2176 W. 25th St., Cleveland, Ohio.

Towmotor Co., 1260 E. 152nd St., Cleveland, Ohio.

(See advertisement elsewhere in this issue.)

ing on or off tailgates and loading docks. The runner is angled off from the truck frame to prevent any sudden drop from the truck wheels to the truck proper.

Wheels. Four-inch rubber cushioned, and equipped with self-lubricating bronze bushings for easy and silent rolling. The smooth tread on these wheels will not pick up dirt. This eliminates scratches on polished floors when making home deliveries.

Brake. Half-oval pads act as brakes, as the truck must be tipped to a balanced rolling angle before the wheels come in contact with the floor. This eliminates damage because the truck will not roll away until reaching a safe and controllable position.

Hand holds. Angled for proper and safe gripping, and used for carrying up steps or pushing the truck on level surfaces.

Pads. Large surface for the resting of leg or cabinet base appliances to insure safety. Also angled off on the inside edge for the proper cradling of round hot water heaters.

Light weight. Square steel tubing. Note: This special steel tubing is much stronger and durable than ordinary tubing. It is of a high carbon analysis, having higher breaking qualities.

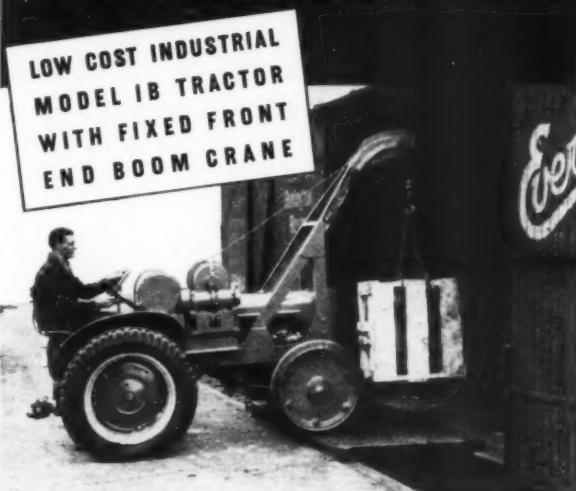
Self-locking pin. Split spring pin used for adjusting the width of the truck from 19 in. to 28 in. wide.

Extra hand holds. Properly placed for safe and easy carrying on stairways, such as are found when making home deliveries.

Recess or corner wheels. Two and one-half inch hard rubber wheel, with self-lubricating bearings used for slipping truck under appliances or pivoting the truck on stairway landings, and through doorways where space is limited. These are also used for moving appliances into recesses now found in the modern kitchen. Manufactured by Keen Manufacturing Corp., Flatrock, Mich.—DandW.

VERSATILE

LIFTS • TRANSPORTS • STACKS



- Standard lift-capacity, 1,500 pounds . . . with rear wheel weights, 1,800 pounds.
- More than two-foot front wheel clearance.
- Free movement of front wheels for short turning.
- Self-locking worm gear type winch—load held firmly at any height.
- Choice of three boom heights—8', 10', 12'.

Speeds up materials handling — takes over many jobs usually handled by expensive, slow-moving cranes . . . saves on hand labor. For lifting, transporting and stacking work of all kinds around warehouses, docks, railroad yards—for cutting cost and saving time around any shipping department, shipping point or storage yard. Low in first cost . . . low in operating cost—averages only one-half gallon fuel an hour. Drawbar is always free for pulling your trailers. Narrow tread and short turning radius make it ideal for inside use. Let your Allis-Chalmers dealer prove how this more flexible outfit will cut your material handling cost. See him NOW. Write for further information.

FOR HEAVIER
LOADS—
WE HAVE THE
LARGER
16 WHEEL
TRACTOR
WITH CRANE

ALLIS-CHALMERS POWER
TRACTOR DIVISION - MILWAUKEE, U.S.A. TRACTORS ENGINES ROAD MACHINERY





Move DRUMS Easily with this handy 1-man truck



Drums can be stacked close together. Operator simply places truck nose against drum, drops hoop over drum and pulls back the truck handles into wheeling position. The hoop automatically pulls the drum onto the nose and holds it in place. Fig. 510 Drum and Barrel Truck is perfectly balanced for ease of handling. Carries heavy loads with minimum effort. This all steel truck frame is only 19" wide. Pressure lubricated roller bearing wheels, semi-steel or with demountable rubber tires for silence and easiest rolling.

Write for Bulletin 41-G

NUTTING has or can make anything you need in floor trucks, wheels, casters. Representatives in principal cities. See your classified telephone directory or write for Bulletin 41-G direct to

NUTTING TRUCK and CASTER CO.
formerly Nutting Truck Co.
1161 DIVISION ST.

FARIBAULT, MINN.

FLOOR TRUCK LEADERSHIP SINCE 1891



Simplify and Economize MATERIAL HANDLING



• Save half your handling costs as many concerns are doing with the

COLSON LIFT JACK SYSTEM

Any number of platforms can be kept busy with a single jack. Loads in storage are always ready to move and much floor handling is eliminated.

The two-wheel jack is quickly engaged to the dead end of a two-wheel platform, as shown above, combining in one sys-

tem the advantages of a platform truck and a lift truck. Empty platforms can be stacked vertically or wheeled from place to place like hand trucks.

If you handle anything the Colson System will save you labor, time and money. Write for Catalog L-246.

THE COLSON CORPORATION

ELYRIA, OHIO
Offices and Agencies in Principal Cities

CASTERS • INDUSTRIAL TRUCKS AND PLATFORMS • LIFT JACK SYSTEMS



TRUCKS, HAND (Cartons & Cases)

Nutting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 580, Jenkintown, Pa. (Platte
(See advertisement elsewhere in this issue.)

TRUCKS (Jack)

Colson Corp., 341 Cedar St., Elyria, Ohio.

TRUCKS (Lift)

Automatic Transportation Co., 115 West 87th St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

Baker Raulang Co., 2176 W. 25th St., Cleveland, Ohio.

Towmotor Co., 1269 E. 152nd St., Cleveland, Ohio.
(See advertisement elsewhere in this issue.)

A New Line of Gas-Fired Unit Heaters

FOR use in offices, factories, storerooms and similar places a new line of gas-fired unit heaters has recently been introduced. The new heaters need no water or steam for operation, are scientifically constructed to throw heat evenly over large areas. Three types, each of which is available in 5 sizes to provide from 55,000 to 200,000 btu, are included in the line.

The fan type heater is equipped with a 4-blade, electrical driven propeller fan. This fan, situated behind the heat cabinet, drives cool air of the room over the streamlined heat exchanger and thence into the room, the air being heated in the process. Because of its streamlined design, the heat exchange reduces air noise to a minimum and provides almost perfect heat transfer. Products of combustion are carried from the combustion chamber into the flue chamber and thence to the chimney or flue and never come in contact with the air being heated.



Blower and duct type unit heaters correspond in design and operation to the fan type heater except that the blower type is equipped with a blower instead of a fan and the duct type is equipped with neither blower nor fan. The blower type is especially efficient where the installation must be made in connection with duct system, because of the air resistance encountered in such a system. The duct type heater is designed especially for use in a system where the air is supplied by a remotely situated blower of proper capacity for the total number of duct unit heaters employed.

All of the heaters can be furnished to burn natural, manufactured or liquified petroleum gas, and are completely equipped with automatic controls, for safe and efficient operation. The manufacturer, Reznor Manufacturing Co., 128 James St., Mercer, Pa., will be pleased to supply complete information and prices upon request. DandW.

FOR RANGES AND REFRIGERATORS

Now is the time to get set to save time and real money by being properly equipped for the big moving season which is sure to come this year. Our trucks for ranges, pianos, boxes and cartons are designed for practicability—they save you their cost many times over. Write for bulletins and prices.

SELF-LIFTING PIANO TRUCK COMPANY
FINDLAY, OHIO

TRUCKS (Refrigerator)

utting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

VAULTS (Moth Proof)

Reliable Machine Works, Inc., 130 West 29th St., New York, N.Y.
(See advertisement elsewhere in this issue.)

WHEELS (Industrial Truck)

arnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.
(See advertisement elsewhere in this issue.)

utting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)

The largest institutions are generally the largest advertisers — advertising made them large.

**Rechargeable Battery
or Flashlights**

A RECHARGEABLE flashlight battery similar in principle to the motor truck storage battery is now on the market. Although small in size to fit all popular 2-cell, 1 1/4-in. size D flashlight cases, it has in tests proved to be dependable and economical, according to the maker.

In heavy use, one discharge is equal to a pair of ordinary dry cells. The rechargeable feature makes it convenient to use while the light is bright, and charge again when the light gets dim.

An ingeniously arranged chamber and vent plus semi-fixation of the electrolyte makes it spillproof. The plates are over 1 in. thick and connected to terminals by reinforced electrodes so that the battery is rugged to withstand rough handling. The case is of transparent Lucite. All batteries are "use conditioned" at the factory.

A small charger consisting of transformer and rectifier units makes it easy to keep the battery always fully charged. Simply plug into a convenient 110-volt, 60-cycle wall socket. The recommended charging time is 12 hrs. for which the cost is only about 1/10th of 1 cent per charge, based on a 5-cent 6-watt-hour rate. A clip is also available for charging from 6-volt motor truck battery. For large users, a "gang charger" can be supplied.

For further information, write the Ideal Commutator Mfg. Co., 6239 Park Ave., Sycamore, Ill.—DandW.

A Model of Stamina for every Job



Fig. 769
Pat. Applied for

HALLOWELL

STEEL TRUCKS

Any way you look at them they're tough . . . for lasting strength is built into every member of this sturdy line of "Hallowell" trucks. Dropped-on or heavy loads can't splinter or damage their steel platforms and welded construction insures a permanently rigid unit. Wheels are designed to run smoothly and easily under all loads.

From the many models and styles available there are sure to be those exactly suited to your needs . . . so use the coupon below to send for our bulletin. Find out how "Hallowell" trucks will pay for themselves in reduced maintenance costs alone.

SOME OTHER AVAILABLE STYLES

Fig. 753
4-Wooden Stakes



Fig. 772
1 Rack



Fig. 751
4-Pipe Stakes



Fig. 760
1-Bar Handle

STANDARD PRESSED STEEL CO.

JENKINTOWN, PENN. BOX 560

BOSTON • DETROIT • INDIANAPOLIS • CHICAGO • ST. LOUIS • SAN FRANCISCO
Send me your bulletin on "HALLOWELL" Steel Trucks

Mr. _____ Title _____

Firm _____

Address _____

IN THE *Cold Storage FIELD*

Truck Refrigeration Technique and Body Design

STANDARDIZATION of truck refrigeration technique and of truck body design were advocated by C. W. Baker, refrigeration engineer of the Advance Auto Body Co., Los Angeles, in an address given at a meeting of the National Assn. of Practical Refrigerating Engineers at the Terminal Club in Los Angeles.

Speaking on the subject "Practical Aspects of Truck Refrigeration," Mr. Baker asserted that the trucking industry and the refrigeration industry must collaborate in an educational program to impress the operators of refrigerated motor trucks with the need for properly designed trucks and properly installed refrigeration which has been planned to meet the requirements of a particular truck body.

He asserted that too much haphazard guesswork exists today in the matter of cooling motor truck bodies designed for hauling perishable products. The buying public, he intimated, has been taking its cue from the body builders and refrigeration industry. A vital need exists, Mr. Baker asserted, for educating potential truck buyers on refrigeration matters. The problem can be solved more efficiently by the refrigeration industry, according to Mr. Baker, for the reason that, in his opinion, the suggestions of an engineer would be more apt to be received as fact by a truck buyer, whereas as the same information offered by a truck or body builder would probably be regarded as "sales talk."

He urged refrigeration engineering societies to expand their existing channels for disseminating information on refrigeration problems to buyers of truck refrigeration.

Educational Program

Mr. Baker cited 3 points on which an educational program should be concentrated: Proper truck body construction, loading connections, and equitable contracts for carriers of refrigerated products.

"The builders of truck bodies usually are confronted with those 3 problems when a prospective truck buyer discusses a body with them," said Mr. Baker. "All too often the prospect himself does not know what type of refrigeration he wants or what type is necessary for the body he has in mind. The trouble is there is available no standard of refrigeration which the body builder can use as a basis; no scientifically devised standards that he can submit to the prospect and announce that these specifications are the ones which reputable refrigeration engineers have decided are what are needed for a truck body of this type and size, and for the type of product he plans to haul in the truck."

Mr. Baker advised the refrigeration industry to collaborate upon devising a standard of refrigeration for truck bodies, the standard to include the various types of products handled, whether produce, meats or other perishables. Standardization, according to Mr. Baker, should be made simple enough to be readily comprehensible to the non-technical truck owner, and authoritative enough to be regarded by him as the type of refrigeration that is essential to his needs, and not mere sales talk by a body builder trying to sell him a truck.

"Bids on refrigerated truck bodies now vary from 25 per cent to 50 per cent in price because there is no standard of

refrigeration the buyer can specify or the builder can recommend," stated Mr. Baker. "A man contemplating the buying of a truck now goes shopping around for prices. Instead of ordering a body with refrigeration scientifically designed to his needs, he usually buys on price alone, and shoot-blind on the refrigeration end. It is not an infrequent occurrence that after he has bought his truck and body, he learns from the ice company that the body cannot be cooled with any degree of temperature. The aftermath is that he must have the body rebuilt to fit his refrigeration needs."

Mr. Baker used this as an example of what frequently occurs to truck buyers because of the lack of a standard for truck body refrigeration. "If there had been some standard specification which the truck body builder could have used as a basis," said Mr. Baker, "the requisite type of refrigeration could have been agreed upon in advance and the proper body to fit it could have been built."

Buy Refrigeration First

Mr. Baker suggested that truck buyers would get better results by "buying their refrigeration first and then adapting the body to the refrigeration," instead of practicing the reverse principle as so many do today.

Some standard of body classification is also required in the matter of determining what degrees of temperature are to be maintained in the truck, Mr. Baker declared.

He discussed also some of the inconsistencies of current loading practices and laid the blame to the truck operators' unfamiliarity with load requirements and refrigeration needs.

He pointed to the need, also, for more equitable contracts for carriers of varied loads of perishables through regions of varied climatic conditions. Many contracts as drawn today, according to the speaker, make it difficult for carriers to break even, considering the miscellaneous loads they are expected to carry.

Standardization of loading practices was also recommended by Mr. Baker, both with regard to the type of load and country traversed and the type of refrigeration being used.

Referring to the almost exclusive use of ice and dry-ice for cooling loads today, Mr. Baker predicted that the use of dry ice as a truck refrigerant will eventually be replaced by mechanical refrigeration or some indirect method of icing. He intimated that, in his opinion, prevalent practices of loading bunkers or trays with several hundred pounds of dry or sweet ice and circulating the air over the loading with a fan or two is "on the way out." He listed condensation on meat loads as one of the undesirable aspects of present methods of truck refrigeration, and concluded his address with a discussion of the comparative effectiveness of compression and absorption refrigeration for compact truck units with which the Advance Auto Body Co. is experimenting in its Los Angeles laboratory.

—Herr.

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Cal. Warehousemen Favor Increase of Packing Rates

Ray James, James Transfer and Storage Co., San Jose, was elected president of the California Van & Storage Assn. at its annual convention, Feb. 21 to 23, Del Monte, Cal., succeeding Frank A. Payne, Los Angeles. Mr. James served as vice-president of the Northern Division last year. Hal Kern, Bekins Van & Storage Co., San Francisco, is now secretary.

The convention passed a resolution in favor of raising packing rates, considerable discussion arising as a result.

"How Merchandise and Household Goods May be Handled Jointly to Advantage," an address by Harry Tremeens, proved interesting, particularly as several movers have participated jointly in recent months in some large jobs of Government moving for army camps. Harvey Lyon reported on the California Railroad Commission hearings on household goods rates, which movers want raised. Milo W. Bekins presided during an open business forum. Frank Payne presided at the annual banquet and installed the new officers.—*Gidlow*.

W. Coast Strike Conference May Be Model for Others

One of the most interesting developments on the shipbuilding front on the Pacific Coast was the conference called early in February (and still in progress as this was written) by the Shipbuilding Stabilization Committee, a branch of the National Defense Advisory Council, with the object of setting up machinery that would settle all disputes involved in the shipping industry without recourse to strikes. This conference between industry, labor and the Government, which opened Feb. 3 in San Francisco and brought representatives from 16 shipbuilding firms, from labor groups and Federal agencies, was the first of its kind ever to be held. Similar conference of employers and employees are planned by Sidney Hillman, Defense Labor Commissioner, for the Atlantic Coast, Gulf and Great Lakes.

Some 200 representatives of all crafts engaged in ship construction, industrial leaders, and observers from the Maritime Commission and the Government were present at the conference, which took the form of round table talks, augmented by activities of negotiating subcommittees.

Key figures were John P. Frey, president of the metal trades department of the A. F. of L.; H. Gerrish Smith, former general manager of the Bethlehem shipyards, Quincy, Mass., now president of the Council of American Shipbuilders which represents the nation's shipbuilding employers, and Gregory Garrison, San Francisco attorney, spokesmen for the employers. Government observers were: D. S. Ring, director of personnel for the Maritime Commission; Captain J. A. Furier, of the Navy; Philip Chapelle, Department of Labor, Division of Conciliation; and W. T. Guerts, West Coast mediator for the Maritime Labor Board.

Only A. F. of L. labor was represented. The C.I.O. shipbuilders union, whose men are employed by 3 yards, sent unofficial observers, who had no vote. It is understood that a similar conference will be held later with C.I.O. labor, which is employed by Craig Shipbuilding Co., Bethlehem Steel, and Los Angeles Drydock & Shipbuilding Co. These firms also went unrepresented. The 16 shipyards represented included employers from the San Francisco Bay Region, Seattle, Tacoma, and San Diego.

The conference has special significance in view of the fact that most of the contracts now in effect on the Pacific Coast between shipyards and unions expire April

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I. The object of the meetings was stated as follows, by T. L. Norton, executive secretary of the Shipbuilding Stabilization Committee:

"To negotiate working rules and agreements, the intent and effect of which will be to unify and stabilize industrial relations and the terms of employment in this district."

"Such agreements must contain provision for voluntary arbitration, and that there shall be no stoppage of work. The agreements are the guarantee that there will be neither strikes nor lockouts. The rules governing voluntary arbitration and the selection of arbitration personnel must be joint responsibility of management and employees."

Mr. Norton thought that this conference might establish a pattern to be applied to all other zones at later meetings.

Stabilization of wages in the shipbuilding industry for the entire Pacific Coast, as well as the establishment of a technique for handling labor controversies without strikes, is a basic aim.

Originally, employers were represented by 10 delegates, unions by 36. To facilitate negotiations, the delegations were cut midway in the conference to 9 men for the unions, 8 for the employers, the larger original groups remaining intact to hear reports of the sub-committees on the proposals being presented on wage, working conditions and labor relations problems.

As this was written, the discussions were still going on and likely to continue indefinitely, according to spokesmen for the Conference. Until some definite conclusions had been reached, or a plan evolved, it was understood the sessions would remain closed, and no information given out.—Gidlow.

Cal. Rails Ordered to Extend Truck Service

The California Railroad Commission has handed down a supplementary order authorizing the Santa Fe Railroad, Southern Pacific Railroad and the Western Pacific Railroad to extend their Oakland pickup and delivery rates to portions of Alameda and Mills, Cal., and to establish motor truck service to supplement rail service for l.c.l. pickup and delivery shipments, in order to serve the growing transportation needs of Mather Field and Alameda Air Base.

The order, contained in Decision 33829 and made effective March 1, 1941, supplements Decision 3160 which in Dec. 27, 1938, established Statewide minimum rates and regulations for transportation of property by common, radial highway common and highway contract carriers, and which also embraced rates for pickup and delivery service within defined areas.

Evidence submitted by the railroads at a CRC hearing tended to show that development by the Government for national defense of a naval air base and an army air field in the territory involved would require the transportation of substantial quantities of materials and supplies.

Railroad witnesses claimed that the supplementing of rail service from and to the air fields by inaugurating pickup and delivery service by motor vehicle for l.c.l. shipments would assist in furthering the defense program.

It was testified that under existing tariffs, shipments forwarded from, or consigned to the air fields over the railroads' lines, other than those moving in carload or "trap car" services, had either to be taken to or from the rail depots in the shipper's or consignee's vehicles or be turned over to local draymen for transportation at their cartage charges. This extra expense and inconvenience would be eliminated by establishment of pickup and delivery rates and handling of traffic would be expedited by the availability of through service, the CRC was advised.

Representatives of shippers testified that the granting
(Continued on page 61)

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Los Angeles, California

Cal. Rails Ordered to
Expand Truck Service

(Continued from page 58)

of the petitions would be beneficial to their concerns in forwarding and receiving property for the construction and supply needs of the air fields.

Sacramento Chamber of Commerce representatives supported granting the Southern Pacific's request for extension of pickup and delivery rates to Mather Field by testifying concerning the necessity of that type of service in the area.

Railroad representatives testified that in regard to the rates of highway carriers serving the air fields, both increases and reductions would result if the proposals were adopted. It was testified, however, that the increases would not be burdensome as they would be offset by reductions, and that the earnings of highway carriers would not be impaired.

To support these contentions, studies were submitted of the existing and proposed minimum rates between the air fields and representative points in the any-quantity and 20,000-lb. minimum weight brackets. They showed that no change in rates is involved between Alameda airfield and San Francisco, San Jose, Truckee and San Luis Obispo, or between Mather Field and San Francisco, Stockton, Sacramento, Truckee, Redding, Fresno and Los Angeles.

Pacific Motor Tariff Bureau, representing 7 highway carriers operating in and between East Bay cities and between San Francisco and East Bay points urged that the petition affecting the Oakland rates be granted. Testimony was submitted by these trucking interests showing that their transbay tariff provided pickup and delivery rates from and to points located within a large area now part of the Alameda Air Base, and that truck transportation from and to other locations at the

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Base would not differ materially from the service now rendered.

"It is apparent," the CRC order of approval of the petitions stated, "that the establishment and development of facilities by the Federal Government in the Western part of Alameda, and in the vicinity of Mills, has changed the transportation conditions surrounding the handling of shipments picked up or delivered in those areas. The showing made is persuasive that under these changed conditions, the picking and delivery services in question do not differ materially from those rendered in the areas now included within the Oakland and Mills pickup and delivery limits. The similarity of transportation conditions disclosed, justifies the establishment of the Oakland and Mills minimum pickup and delivery rates for like service from and to the contiguous territories here involved."—Herr.

The Parade of New Products

(Concluded from page 39)

Bower Roller Bearing Co., 3040 Hart St., Detroit, has let general contract for one-story addition. Cost about \$75,000 with equipment.

Howell Electric Motors Co., Howell, Mich., electric motors and parts, has let general contract for one-story addition. Cost over \$75,000 with equipment.

Eagle and Sterling in Brooklyn.
Bought by Long Island Storage

The Eagle Warehouse & Storage Co. has been sold together with its properties, business, name, etc., to the Long Island Storage Warehouses, Inc., Brooklyn, N. Y. The Eagle company will be operated under the name of the Eagle Warehouse and Storage Co. of Brooklyn, Inc.

The Sterling Storage & Moving Co., also of Brooklyn, has been sold to the Long Island company. The Sterling plant will lose its identity and will be operated under the name of Long Island Storage Warehouses, Inc.

The building at Gates and Nostrand Avenues, the original home of the Long Island company, will be vacated and the storage lots moved to the other plants.

The officers of the new company will be as follows: president, Clifford H. Jenkins; vice-president, Alexander M. Fleming; operating executive, William A. Schiffman; treasurer, Edward T. Jenkins; and secretary, Elsie J. McKeige.

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Wabash R. R.—Private Sidings—Pool Car Distribution

Selecting Materials Handling Equipment to Fit Needs

(Continued from page 35)

used for handling rolls of paper must be answered by a careful study of operating conditions, physical layouts, and many other factors which always enter into every materials handling installation.

The same is true with the handling of sheet steel, bar stock, and other flat materials. Installations of various types of equipment have been made for this purpose. In Fig. 3, we see a cab-operated overhead power monorail, with adjustable slings, handling this class of material.

In some installations, the determining factor as to the type of equipment that should be installed will resolve itself around whether to give up valuable floor-space for aisles, for floor operated equipment, or to utilize overhead space by operating the materials handling equipment from the ceiling. This is particularly true where high buildings are used, and where the loads are of a heavy nature, which will only permit a limited piling height, due to limited floorload.

If the product to be handled is of sufficient quantity, or other factors such as ground space, floor area, etc., have to be given consideration, the flexibility of the handling and storage system will frequently justify an extensive installation of equipment. For example, see Fig. 5. Here we see a storage system for pipe or tube. In this storage area are various diameters, lengths, etc., of the same type of material. If these were just piled in—one on top of the other, it would be difficult to reclaim the loads, and considerable time would be lost in storing and handling. However, in this system, the use of an overhead traveling crane permits the picking up or placing of the load anywhere within the storage area. By having the loads supported in unit load carriers, it is possible to pick up any unit load of a given size pipe without rehandling. The unit load carriers also serve as the storage racks, and because of their construction, they can be easily picked up by the overhead crane, and placed into storage, one on top of the other. This operation is clearly illustrated and it will be noted that each pile is self-supporting. This system permits flexible storage, quick handling, and the maximum use of valuable ground space.

The handling of coil and sheet steel in transportation and stacking requires numerous handlings. This equipment has to operate 24 hrs. a day, day in and day out, and the efficiency of the production equipment is largely dependent upon quick and economical handling. The use of the ram-type truck facilitates quick and safe storage of strip steel coils, as large as 32 in. in diameter and 72 in. long, and varying weights from 10,000 to 18,000 lbs. By using this truck, the coils are easily stacked in storage, and reclaimed for the next process step. The flexibility of the truck permits handling over a wide area, and servicing several different machines.

In this instance, flexibility is an important factor in the selection of the proper types of materials handling equipment for the job.

While many types of power lift trucks are available, we should not lose sight of the portable power-driven crane, as illustrated in Figs. 7 and 8. These cranes can be operated on piers, at freight terminals, in industrial plants, and on many kinds of handling operations. In Fig. 7, we see a motorized slewing crane truck electrically-propelled type, which is widely used by industrial plants, railroad shops, etc., for lifting heavy units. These trucks have proved indispensable as labor aids and production tools, wherever heavy, bulky materials must be handled. The practicability of motorized slewing cranes on narrow loading platforms, is clearly

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Motor Freight Terminal. Agent Greyvan Lines.

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TRANSFER & STORAGE CO.

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All Modern Facilities For Efficient Warehousing
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DAILY SERVICE IN EVERY DIRECTION

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illustrated. This type of equipment can be used for loading and unloading cars of steel bars, tubes, plate scrap, castings, machinery, locomotive parts, etc.

The crane shown in Fig. 8 does not have a slewing boom, but the swinging of the boom is accomplished by rotating the truck. On certain operations, this has a decided advantage as the type of crane truck whose boom is turned on a turntable, as in the case of Fig.

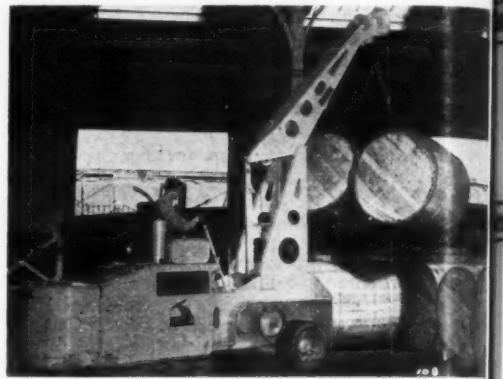


Fig. 8—Gasoline power cargo crane easily handles bulky loads. (Courtesy, Willamette Hyster Co.)

On marine work, this type of crane is most extensively used. It will be noted that bulky packages are easily handled with this equipment.

Materials handling equipment covers a wider range of operations than any other mechanical equipment. Therefore, the variety of mechanical units available for handling operations must necessarily be large. This sometimes leads to confusion in the minds of executives, particularly, since it is possible for each piece of equipment to perform more than one operation, and to also operate under different physical conditions.

The proper handling of materials is so important that careful study should be given to the selection of the proper type of equipment to be installed, and all factors should be carefully weighed before making the installation.

New Tokay Grape Shipping Changes

Important changes in the operation of the Tokay Marketing Agreement were considered and fully discussed at a meeting of Lodi and Florin, Cal., district shippers.

The proposals principally concern regulating volume of shipments in a different manner from last year. The first proposed amendment would permit shippers' cars to pass through concentration points in proportion to the number of cars they had in concentration. It also included using billing dates for preference in car releases rather than time of arrival in concentration.

The 2nd proposal would provide for more rigorous restrictions on loading holidays by preventing packing and transporting of tokays to loading points during holiday. Last year, growers were permitted to harvest their grapes and bring them to the loading shed during holidays. As soon as the holiday ended, there was a large surplus of grapes to be loaded.

The 3 proposed changes would reduce the time between loading holidays from 86 to 48 hrs.

No action was taken on the proposals, which will be submitted to the United States Department of Agriculture in Washington and then turned back to growers and shippers for voting after public hearings.—*Haskel*

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DENPORT, IOWA

MEMBER AMERICAN CHAIN OF WAREHOUSES

**MERCHANTS**
TRANSFER & STORAGE CO.

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Merchandise Storage, Furniture Storage &
Pool Car DistributionMEMBERS: A.W.A.—N.F.W.A.—I.A.W.A.—
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Merchandise and Household Goods Storage
Private Siding—Free switch from any R.R. entering
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Fire
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MERCHANTS
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TRY OUR SUPERIOR SERVICE

48 years' warehousing nationally known accounts
gives you Guaranteed Service
Daily reports of shipments and attention to
every detail.

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MERCHANDISE & FURNITURE STORAGEPool Car Distribution
Special Heavy Equipment for
Machinery, Boilers, Presses.**REPPERT TRANSFER & STORAGE CO.**
ONE HUNDRED FIFTH AVE.Siding C. R. I. & P. Ry., Free Switching from any R. R.
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Local Transfer,
Private Sidings,
Motor Freight Terminal.

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TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY
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*A Modern Distribution and
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Fireproof Storage and Sprinkler System

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H. W. Lamppin, Pres.



Serve your customers in the Louisville territory promptly from stock kept in this modern, clean warehouse. The personal attention we give each account will bring in those repeat orders.

21 Trucks — Clean, Dry Space — Reasonable Rates
Responsible Service — P. R. Siding

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Sprinklered storage—
1,000,000 square feet.
Mds. and Furniture.
Switch track capacity—
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Nine warehouses convenient to your trade.
Loss made against negligible rates.
Trucking Department operating 105 trucks.
Insurance Rates 12¢ to 48¢.

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An able servant to the PORT OF NEW ORLEANS
Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigating—
Storage—Cartage—Field Warehousing—Office Space—Display Rooms—
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Merchandise and Household Goods Warehouse, sprinkled
40,000 square feet. Distribution of Pool Cars. Transfers House
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Established 1875

Incorporated 1918

General Storage and Distributing

Rail and Water Connection—Private Siding

Member of A.C.W.—A.W.A.—N.F.W.A.—Agent A.V.L.

PORTLAND, MAINE

Atlantic Storage & Warehouse, Inc.

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Warehousing and Distribution of General
Merchandise except
goods detrimental to foodstuffsModern construction
Sprinkler system protection

Insurance rate 16 1/2 c

A.D.T. Automatic Burglar System

Storage in transit privilege on flour, canned
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Warehouse space for rent, office or desk room

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For Details See Directory Issue
Distribution and Warehousing

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Baltimore's Most Modern Merchandise Warehouse

Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding

Private Siding Western Maryland Railway

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CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of

The Baltimore & Ohio Railroad Co.

A.D.T. Private Watchman, Sprinkler

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

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MAIN OFFICE: 400 KEY HIGHWAY

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Household Goods and Merchandise—Storage
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Agents: Allied Van Lines . . . Member N. F. W. A.

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FIDELITY STORAGE CO.

2104-6 MARYLAND AVE.

Baltimore's Modern Fireproof Warehouse

Your Clients Efficiently Served All Collections Promptly Remitted

MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise

Member of N.F.W.A.—Md.F.W.A.—Md.M.T.A.

Agent for Allied Van Lines, Inc.

Waterways and Terminals

(Continued from page 33)

With a very light movement of grain, wood pulp and gasoline, total traffic on the St. Lawrence canals declined to 7,479,617 tons in 1940 from 8,340,165 in 1939. Corn increased by 282,869 tons, but all other grains showed large decreases. Petroleum and other oils, iron and steel, hard coal, soft coal and sand and gravel showed increases.

Newsprint, Pulp Units

Organize Joint Board

Formation of a joint board of the executive committees of the Newsprint Assn. of Canada and the Canadian Pulp & Paper Assn. was announced in Montreal recently.

The announcement said war-time conditions have emphasized the necessity for closer co-ordination of elements comprised in the industry as a whole. The associations together represent approximately 95 per cent of the industry.

The joint board, to function as a connecting link between the organizations, will include three representatives from each association. The association presidents will act as joint chairmen.

Lake Michigan Carferry

Set Into Run Feb. 15

Workmen at the yards of the Manitowoc Shipbuilding Co. completed finishing touches on the new \$2,000,-000 streamlined carferry City of Midland which was destined to have made her initial sailing across Lake Michigan between Ludington and Manitowoc on Feb. 15 in the service of the Pere Marquette Railway Co.

Prior to induction in the translake service, the City of Midland, which has a guaranteed speed of 18 knots, was put through her paces in a trial run along the Wisconsin side of the lake. Aboard for this "sea trial" were representatives of the Manitowoc Shipbuilding Co., executives of the mechanical and operating departments of the Pere Marquette Ry. Co. and officials of the United States Bureau of Marine Inspection & Navigation.

Kansas City Storage

Railroad members of the Southern Ports Foreign Freight Committee have given their approval to a proposal for the establishment of transit-in-storage privileges on crude rubber at Kansas City, Mo. It is understood that an effort will be made to get 6th section authority from the Interstate Commerce Commission enabling making the transit set-up effective on short notice. Establishment of storage-in-transit privileges on crude rubber at Kansas City is aimed to bring about utilization of that point for the storage of part of the large quantity of rubber being imported for account of the Rubber Reserve Corp. The proposal approved provides for a transit-storage time limit one year and a transit charge of 2½ cents per 100 lbs.

Cancellation Opposed

Many New York shippers have expressed opposition to a proposal made to the New England Freight Assn. by New England carriers to cancel all rates, ratings and routes to or from points within the New York Harbor lighterage limits and to or from all points in the United States and Canada via the Canadian National Railways, the Canadian Pacific Railway and the

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The Most Complete Moving and Storage Organization in Baltimore. MERCHANDISE and HOUSEHOLD GOODS—Two Warehouses conveniently located—Packing—Crating—Lift Van—Local drayage—desk space. Long Distance Moving to all points.—Certificate granted—MC-52452.

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Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service: Baltimore Port rates on CL via M & M T Co., from New England.

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Gen. Offices: Fall River, Mass.
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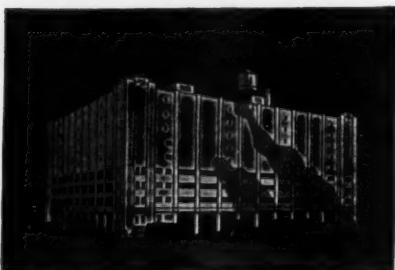
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Personal Service Guaranteed
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LANSING STORAGE COMPANYThe only modern fireproof warehouse in
Lansing exclusively for household storage.**RUG—TRUNK—SILVER VAULTS**WE KNOW HOW
440 No. Washington Ave.
(Member of Allied Van Lines, Inc.)

ATE Waterways and Terminals

(Continued from page 70)

The conservative unofficial estimate places the 1941 tonnage in the neighborhood of 8,000,000 tons.

The Grand Trunk Railroad is considering plans to fit the carferry Grand Haven. The Wisconsin & Michigan S/S Co. will place the rebuilt Milwaukee upper, a \$1,000,000 streamlined vessel, in service early in May.

My Elected Marine**Assn. Secretary**

At the meeting of the board of directors of the Maritime Assn. of the Port of New York, held on Feb. 4, David L. Tilly, president of the New York Dock Co., was elected secretary of the association, in place of E. A. Richardson, resigned.

**Northwest Terminal Rates on
Toys and Chinaware**

J. R. West, executive secretary of the Northwest Marine Terminal Assn., covering the terminal facilities at Seattle, Tacoma and Portland, has announced new storage and terminal charges effective Mar. 1 on toys and chinaware. On toys the charge will be 7½ cents per ton for the first 5 days and 10 cents a ton a day thereafter. On chinaware the charge is to be 3 cents per ton for the first 5 days and 5 cents a ton a day thereafter.

California Terminals

The Maritime Commission at Washington has received and taken under consideration the long awaited formal agreement of 10 California terminals groups headed by them under Sec. 15 of the 1916 Shipping Act.

The pact, which becomes effective with USMC approval, lists the terminal organizations as uniting in the California Assn. of Port Authorities "to promote fair and honorable business practices among those engaged in the marine terminal industry, to more adequately serve the interests of the shipping public at their terminals in ports in the State of California and to establish and maintain just and reasonable, and, as far as practicable, uniform terminal rates, charges, classifications, rules, regulations and practices for connection with interstate and foreign waterborne traffic."

Associated in the group are Board of State Harbor Commissioners, San Francisco; Port of Los Angeles; Port of San Diego; Port of Long Beach; Port of Stockton; Port of Oakland; Howard Terminal; Encinal Terminals; Parr-Richmond Terminal Corp., and Outer Harbor Dock & Wharf Co.

Filing of the agreement concludes months of negotiations following the first organization meeting in April, 1940. It is the 3rd such agreement to be filed, and the 2nd major pact uniting in such an association the important port and terminal groups of a major sector. Northwestern ports were first to file such an agreement, covering terminals in Oregon and Washington, while the 2nd such group, though smaller in scope, was that formed by terminals at Boston.

A primary point made in the preamble to the California agreement is the recognition that each port or terminal may have a different situation and that the term uniform—regarding rates, practices, etc.—shall not necessarily be construed to mean identical. And further, that "it is understood that all matters involved herein shall be worked out in a spirit of bona fide effort to accomplish an arrangement that will give no one an undue advantage, taking into consideration all competitive conditions, and to co-operate with port authorities and marine terminal operators of other districts

LANSING, MICH.**MICHIGAN BUTTER & EGG CO.**

703 E. Kalamazoo St.,

Cold Storage & Merchandise Warehouse

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Private Siding Michigan Central R. R. and

Pere Marquette R. R.

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- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.

- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.

- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

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WAREHOUSE CO.
617 WASHINGTON AVE. NO.

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New York Chicago Complete Facilities At The Three Important Centers
Minneapolis Midway St. Paul

MINNEAPOLIS, MINN.

**CENTRAL and
COMPLETE
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Merchandise warehouse completely spring
killed—U. S. Custom and State Bonded.
Pool cars distributed.Close to metropolitan Minneapolis and St.
Paul, Northwestern Terminal places at your
disposal 15 trucks, 10 tractors and 35 semi-
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ROCHESTER, MINN.

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Bonded Warehousemen

Complete Warehouse Facilities for Storage & Distribution

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Experienced Organization and Equipment for
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MOTOR TRUCK SERVICE

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and so thoroughly wielding the cudgel in be-
half of Traffic Management. The attention you
are directing to the subject through the columns
of your valuable publication, augmenting the work
being undertaken in the various states to bring
about legal recognition of the profession, merits the
plaudits of every experienced and qualified Traffic
Manager."

MINNESOTA

SHIPPER'S SERVICE SECTION

D and W, March, 19

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BALLARD

Storage & Transfer Co.

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**Merchandise Storage — Cold Storage
Pool Car Distribution
Industrial Facilities**

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MOTOR TRUCK SERVICE

JOPLIN, MO.

SUNFLOWER LINES, INC.

Successors to Tonnes Transfer & Storage Co.

1027-41 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

it's the A-B-C FIREPROOF WAREHOUSE CO.



Distribution Cars are so handled as to
carefully safeguard your own interests
and those of your customers.



Three Fireproof Constructed Warehouses

Member of N.F.W.A. Agents, Allied Van Lines, Inc.

KANSAS CITY, MO.

Merchandise Storage - Low
Insurance Rates - Pool Car
Distribution - Freight Forwarders and Distributors
via rail or daily motor service
to entire Southwest.

MEMBER OF
American Chain of Warehouses
American Warehousemen's Association - Trade Club
Chamber of Commerce

ADAMS

TRANSFER & ADAMS STORAGE CO.

"Surrounded by the
Wholesale District"

UNION TRUCK TERMINALS
228-236 West Fourth St.

KANSAS CITY, MO.

LAST YEAR

CENTRAL STORAGE CO.

Efficient, Complete Merchandise Warehousing Service
Office—1422 ST. LOUIS AVE.
(West 10th Street)

In Center of Wholesale and Freight House District

either individually or through their association, to the end that the purposes set forth . . . may be achieved as widely as possible."

Principal clauses of the agreement cover membership, tariff compliance, withdrawals, representation, duties of officers, committees, meetings, voting, assessments and amendments.

Any port authority or marine terminal operator in California may become party to the agreement on consent of majority of the parties upon written acceptance of terms of the agreement, and upon approval of such inclusion by the Maritime Commission, and no application shall be denied without just and reasonable cause.

The group, states the *Chicago Journal of Commerce*, agrees to establish regular tariffs covering all functions, and file them on due notice with the USMC and to abide by all such provisions and not deviate from published tariffs in any way or by any means or device. Furthermore, there shall be consultation among the members before any tariff change is made, and such changes will be filed with the Commission.

Members may resign from the association upon 3 mos. previous written notice.

The agreement provides for collection of dues and assessments, but does not specify what these shall be.

A committee on tariffs and practices is set up in the pact to investigate and study operating costs, methods, and practices as well as traffic conditions, to determine just and reasonable rates, charges and classifications and to recommend such rates to the full association.

Annual meetings are provided for to be held between Apr. 1 and June 30 of each year, at call of the president, upon one month's notice.

Special meetings may be held at request of 5 members in writing, stating the cause. One week's notice to all members shall precede such meeting, with no other business than that for which it is called eligible for consideration.

Half the membership in good standing constitutes a quorum; and on all questions except membership and certain financial considerations, no action may be taken except on unanimous vote.

USMC is expected to give the agreement the right of way for early approval.

Manganese and Rubber Storage Progress

The report of Jesse H. Jones, Federal Loan Administrator, to the Congress on activities of various RFC defense agencies, confirmed information recently received that Metals Reserve Corp. had nowhere near reached its half-million ton mark at the Baltimore stock pile of manganese ore and that any hope for interior or Gulf storage was very far in the future, if at all possible.

The report, according to the *Chicago Journal of Commerce*, showed that MRC has on hand only 34,237 tons of Far Eastern ore, and 1,943 tons of Latin American ore, plus 54,860 tons afloat. On order, the MRC has 447,040 tons of Far Eastern and 276,000 tons of Latin

(Continued on page 77)

KANSAS CITY, MO.



CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"
 A.D.T. BURGLAR ALARM
 LOWEST INSURANCE RATES
 COOL ROOM FACILITIES
 BEST RAILROAD FACILITIES
 IN THE HEART OF THE FREIGHT
 HOUSE AND WHOLESALE DISTRICT
Operating
 Brokers' Warehouse, Security Ware-
 house, Terminal Warehouse

KANSAS CITY, MO.

STORAGE
AND
DISTRIBUTION

300,000 sq. ft.
 Trackage on
 three railroads
 Truck docks—
 Low Insurance

Merchandise Warehouses, Inc.

ST. LOUIS AVE.
& MULBERRY ST.

KANSAS CITY, MO.

Established 1903

POOL CAR TERMINAL—Spacious, enclosed, sheltered loading Dock, facing wide Street in Wholesale and Shipping District on B&O-Alton Railroad siding.

MERCHANTISE STORAGE — GENERAL CARGAGE

Sprinklered—A.D.T.—Fleet modern Equipment

THE ONLY WAY TRANSFER & WAREHOUSE CO.

1400-10 St. Louis Avenue

KANSAS CITY, MO.

Established 1926

THE H. H. SMITH STORAGE CO.
1015-19 Mulberry St.

Merchandise Storage—Drayage—
Pool Car Distribution

Private sidings U.P. and C.B.&Q. Rys.

KANSAS CITY, MO.

Morris M. Stern, Pres. & Treas.
 Norman J. Sipe, V. P. & Secy.

WALNUT WAREHOUSE, Inc.
2020-24 Walnut St.

"Right in the Midst of Business"

Most modern warehouse in Kansas City with excellent facilities for efficient service.

Catering to national accounts.

MEMBER: A.W.A., A.W.I., C.W., M.W.A., K.C.W.A.

ST. LOUIS, MO.

RUTGER STREET
WAREHOUSE, INC.
MAIN & RUTGER STS.

A.D.T. Burglar Alarm.
 200,000 Sq. Feet of Service
 BONDED Low Insurance

Merchandise Storage and
Distribution.

Truck Connections with All
Rail and River Lines.

Offices:

New York Murray Hill 9-7645

Chicago Franklin 6263

ST. LOUIS, MO.

"SERVICE THAT EXCELS"

Organized to serve you satisfactorily.

200,000 square feet storage space.

A.D.T. Protection—Low Insurance Rates

Sheltered delivery platform city block long.

State—U. S. Customs Bonded.

Pool car distribution—Liquor storage.

Member A.W.A.—A.C. of W.

Your inquiries will be given prompt attention.

ST. LOUIS TERMINAL WAREHOUSE CO.

826 Clark Avenue

St. Louis, Mo.

ST. LOUIS, MO.

Most modern warehouse set-up in St. Louis

Lowest Insurance Rates Twenty-five acres of space
 Consolidated freight depot in our building, serving all 15
 eastern, western, southwestern trunk lines.

Covered railroad docks, capacity 100 cars daily.
 Spacious truck docks facing wide streets to speed up service

locally and beyond.

State and U. S. Custom bonded.

Twenty floors office space in connection.

Our prices comparable with other warehouses in this terri-

tory.

Storage available on lease or tariff basis.

ST. LOUIS MART INC.

Warehouse Division.

12th Blvd. at Spruce St.

St. Louis, Mo.

GOLDEN JUBILEE

1891 1941

COMPETENT

• A one-word description of the personnel of our thirty-eight-year-old organization, which is operated on the theory that its trained and experienced employees are its greatest asset, despite a large investment in buildings and modern handling equipment.

Consign cars to yourselves in our care via any railroad entering the city. Terminal Railroad Association delivery: Reciprocal Switching.

S. N. LONG WAREHOUSE
ST. LOUIS, MO.

COMPACT
COMPLETE
COMPETENT

ST. LOUIS, MO.

"SERVICE THAT EXCELS"



Organized to serve you satisfactorily.

200,000 square feet storage space.

A.D.T. Protection—Low Insurance Rates

Sheltered delivery platform city block long.

State—U. S. Customs Bonded.

Pool car distribution—Liquor storage.

Member A.W.A.—A.C. of W.

Your inquiries will be given prompt attention.

ST. LOUIS TERMINAL WAREHOUSE CO.

826 Clark Avenue

St. Louis, Mo.

GOLDEN JUBILEE

1891 1941

Tyler Warehouse & Cold Storage Co.
Merchandise and Cold Storage

Unexcelled service at lower rates

Pool Car Distribution and Forwarding

200 Dickson St.

St. Louis, Mo.

Member of A.W.A.—Mo.W.A.—St.L.M.W.A.

MONTANA

SHIPPER'S SERVICE SECTION

D and W, March, 1941

MISSOULA, MONT.

REELY'SGeneral Storage
and
Freight Terminal

Distribution Center for Western Montana

MEMBER OF
A.W.A.
N.F.W.A.
MONT. T. & S. A.
O.M.F.G. LISTING

Distribution Specialists for 35 Years

HASTINGS, NEBR.



1876

1941

BORLEY'S
Storage & Transfer Co., Inc.
Pool Car Distribution
FIREPROOF BONDED
STORED OR SHIPPED

LINCOLN, NEBR.

1889 52 Years of Continuous Service 1941

Merchandise and Household Storage—Pool Car Distribution
We operate Thirty Trucks and have connections to all points in the State.
Our buildings are clean, both Fire and Non-Fireproof, located on the lines
of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering
either city, absorbing switching.We are Bonded by the State—Our Rates are reasonable. We solicit your business
and guarantee satisfaction. Investigation invited.**SULLIVANS**Transfer & Storage Co.
Lincoln, Neb.
301 N. 8th StreetGrand Island Storage Co.
Grand Island, Neb.
311 W. 4th Street

OMAHA, NEB.

**CENTRAL STORAGE & VAN CO.**
R. J. MAYER, PRESIDENT
MAIN OFFICE 1101-13 JACKSON ST.
COMPLETE WAREHOUSING SERVICE
FIREPROOF WAREHOUSE TRACTAGE MOTOR TRUCKS

OMAHA, NEB.

FORD BROS. VAN & STORAGE COMPANY

Omaha, Nebraska

1024 Dodge Street
Omaha's most modern, centrally located warehouse. Fireproof construction—Fully
sprinklered—Low Insurance. Sidings on L.C. R.R. and U.P. R.R. U. S. Customs
Bond. General Merchandise—Cold Storage—Household Goods Storage. Also oper-
ate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick
deliveries.

Member of N.F.W.A. and A.W.A.

a Representative by
NEW YORK CHICAGO
112 WEST 42ND ST. PENN 6-0966 1325 NEWBERRY AVE. MON 3536

GOLDEN JUBILEE
1891 1941

GORDON

Storage
Warehouse, Inc.
Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St., OMAHA, NEBR.
Member: A.W.A.—N.F.W.A.
Agents for Allied Van Lines, Inc.

OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

KNOWLES STORAGE CO.
901-911 Davenport St.
MERCHANDISE — HOUSEHOLD GOODS
Complete Warehousing and Distribution Service.
Fireproof Building . . . Trackage . . . Motor Trucks

MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for
Complete Service in New Hampshire**NASHUA, N. H.**
CONCORD, N. H.General Merchandise Storage & Distribution, Household
Goods, Storage, Cold Storage, Unexcelled Facilities.
Pool Car Distribution
Direct R. R. Siding, Boston & Maine R. R.

NASHUA, N. H.

JOHN W. McLAUGHLIN
Member
Bonded Fireproof Storage
OFFICE — 9 OTTERSON ST. — WAREHOUSE
Household Goods & Fur Storage
Moving—Packing—Shipping—Rigging

EAST ORANGE, N. J.

Est. 1888

John O'Conner, Pres.

ORANGE STORAGE WAREHOUSE, INC.

Serving all of Northern New Jersey

Local moving—Allied Van Lines for Long Distance
Modern Storage Facilities—Daily deliveries to New York30 So. Harrison St.
EAST ORANGE, N. J.

HOBOKEN, N. J.

INCORPORATED IN 1881

CAMPBELL STORESGENERAL MERCHANDISE
Stipulated & Non-Stipulated Warehouses
Rail-Sidings — Bulkheads — Piers
Main Office — 14th STREET

HOBOKEN, N. J.

HOBOKEN DOCK CO.

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution
Piers—Railroad Sidings—Factory Space
Correspondence Invited

JERSEY CITY, N. J.

Goodman Warehouse Corporation
Gen. Offices—830 Bergen Ave.Most Modern Fireproof Warehouse
in the State
Members of N.F.W.A.—N.J.F.W.A.
Agent for Allied Van Lines, Inc.**HARBORSIDE Rail-Water TERMINAL**
27 million cubic feet of office, manufacturing and
warehousing space in the heart of America's
greatest industrial center—metropolitan New York.Warehousing...Industrial Space...Cold Storage...Bonded
Stores...Storage in Transit...Distribution and Transhipment.**HARBORSIDE Warehouse Co., Inc.**
26 Exchange Place, Jersey City, N.J. (BEngen 4-6000)
NEW YORK OFFICE: 66 Hudson St. (Barclay 7-6600)

NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.F.W.A.

PACKING! MOVING! STORAGE!

dependable since 1860

KNICKERBOCKER
STORAGE WAREHOUSE COMPANY
96 to 106 ARLINGTON STREET 74 to 76 SHIPMAN STREET
Wm. R. Mulligan, Pres. James E. Mulligan, Secy and Mgr.

Waterways and Terminals

(Continued from page 74)

American ore, which with that already received and that afloat make a total cost to the Government of \$24,000,000. In addition to this, the MRC had on order 1,335,000 tons of domestic manganese, costing \$46,256,000, Jones' report showed.

MRC is buying other metals for defense storage, and its breakdown for the 6 mos. through Jan. 8 shows that of the antimony, chrome, copper, graphite, tungsten, trioxide, tin and Chinese wolframite and tin, it has but 2,352 tons of Chinese antimony on hand and 3,898 tons afloat; 411 tons of graphite from Madagascar and 13,985 tons of Far Eastern tin. On order are 300 tons of domestic antimony; 200 tons of South African and Philippine chrome ore, divided equally; 100,000 tons of South American copper; 1,250 tons of domestic tungsten; and 144,295 tons of Far Eastern and Bolivian tin, with 6,720 tons afloat from the Far East.

Mr. Jones' report also revealed the rubber import for defense needs situation as follows:

Rubber Reserve Co. has agreed with international rubber regulations committee, which controls world raw rubber output, to buy 430,000 tons of crude; 52,516 tons have been delivered; 20,139 are in transit; 16,343 await shipment with balance to be accumulated during this year. As to the barter rubber obtained from Britain in return for cotton, 80,000 tons are in storage under Commodity Credit Corp.; 10,000 tons are afloat, and 5,000 more await shipment.

Edison is Pressing Hoboken Pier Deal

The efforts of Hoboken, N. J., to obtain control of the old Hamburg-American and North German Lloyd piers and lease them for use as repair docks for war and merchant ships are being pressed actively by Gov. Chas. Edison, who recently reported that negotiations toward the objectives were "progressing satisfactorily."

Hoboken is seeking to purchase the piers from the Federal Government, which assumed control of them during the World War, and lease them to the shipbuilding division of the Bethlehem Steel Corp. The company is reported to be willing to modernize the old piers and construct new ones for use as drydocks and repairshops at a minimum expenditure of \$4,000,000. The purchase price usually mentioned in connection with the proposal is \$1,000,000.

The city has been losing taxes on the property for many years and is eager to end this profitless situation. With a private corporation as lessee, the city would collect revenue in the form of rental.

The Governor said the Federal Maritime Commission and the Navy Department were anxious to have such repair facilities within the New York metropolitan area "in the case of trouble" and it was his understanding that a majority of the commission's members were in favor of the buy-lease plan.

Aside from their strategic advantages, the Hoboken piers are valuable for the fact that they are on a 35-ft. channel, deep enough and large enough to dock a huge modern ship. They were regarded as among the best docks in the world.

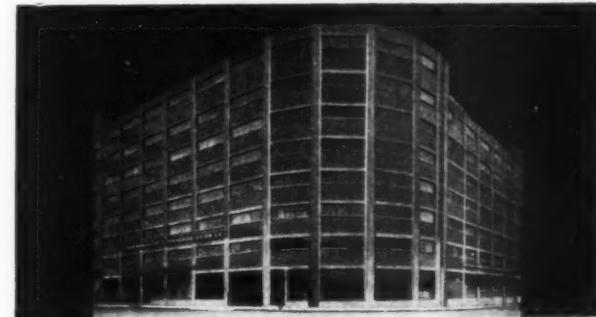
New Jersey's nautical-minded Governor also is aiding in the promotion of a proposal to have the Navy take over the old Submarine Boat Co.'s property at the Port of Newark for construction of cargo and auxiliary craft for the Navy. The land, owned by the city of Newark, was described by the Governor as "an ideal spot for a shipyard."

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

GOLDEN JUBILEE

1891 1941

"KEEP UP WITH THE MODERN DAY
... DISTRIBUTE THE LEHIGH WAY"



"LEHIGH WAREHOUSE offers an all-inclusive responsibility for complete distribution within this vast industrial area of 26,000,000 people. Twenty years serving the largest nationally known manufacturers proves a sound, progressive organization of distribution specialists."

FACILITIES

NEWARK—MAIN OFFICE—98-108 FRELINGHUYSEN AVE.—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchmen; Ins. rate, 6.4¢. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap. 10 cars. Sheltered motor plat.; Cap. 20 trucks.

ELIZABETH—BRANCH—829 NEWARK AVE.—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchmen; Ins. rate, 8¢ up to 16.7¢. Siding on Penn. R.R. Cap. 30 cars. Sheltered motor plat.; Cap. 30 trucks.

SERVICE FEATURES—Bonded; Licensed, U.S. Whs. Ass.; U.S. Int. Rev. U.S. Cust.; State. All employees bonded. Pool car distribution, Motor Freight Terminal and transhipment services. Own and operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.

Established 1919

LEHIGH WAREHOUSE AND TRANSPORTATION CO., INC.

NEWARK, N. J.

Newark Central Warehouse Co.

General Offices: 110 Edison Place, Newark, N. J.



In the heart of Newark — serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N.J. 30 car siding, 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

POOL CAR DISTRIBUTION Member of N.J.M.W.A.

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN 6-0967 1525 NEWBERRY AVE. MONS 3-31

ALBUQUERQUE, N. M.

SPRINGER TRANSFER COMPANY ALBUQUERQUE

Operating the Only Fireproof Storage Warehouse
In New Mexico

Complete and efficient service in distribution, delivery
or storage of general merchandise or furniture.

Member of N.F.W.A.—A.W.A.

ATTENTION
SHIPERS

Nearness of stocks encourages
customers to buy. Manufacturers
who force their trade to wait for a
week or two lose orders to those who
have a convenient supply close at hand.

ALBANY, N. Y.

Albany Terminal & Security Warehouse Co., Inc.

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member American Chain of Warehouses
American Warehousemen's Association

ALBANY, N. Y.

**Central Warehouse Corporation**
Colonia and Montgomery Sts.

Albany, N. Y.

Telephone 3-4101

General Merchandise — Cooler and sharp freezer Cold Storage; also U. S. Custom Bonded space available. Office and storage space for lease. Fireproof construction with very low insurance rate. Storage in Transit privileges. All classes of modern warehouse and distribution service rendered.

**COLD STORAGE—DRY STORAGE
DISTRIBUTION**

ALBANY, N. Y.

McARDLE & CASAZZA
Park Ave. & Grand Albany, N. Y.
STORAGE WAREHOUSES
Moving—Trucking—Crating—Shipping—Packing—Pool Cars
Distributed
Daily freight service throughout Capitol District.

ALBANY, N. Y.

JOHN VOGEL Inc.FIREPROOF WAREHOUSES
OFFICES, 11 PRUYN ST.

HOUSEHOLD GOODS - STORAGE AND SHIPPING.
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS
POOL CAR DISTRIBUTION OF MERCHANDISE
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED
Collections promptly remitted

BROOKLYN, N. Y.

Within the Lighterage Limits of New York Harbor

GREENPOINT TERMINAL CORPORATION

FREE AND BONDED WAREHOUSES

STEAMSHIP PIERS

Fronting on East River, Foot of Greenpoint Ave., Milton, Noble and Oak Sts. Lowest storage, carriage, labor, lighterage and wharfage. Rates quoted on request.

MILTON AND WEST STREETS, BROOKLYN, NEW YORK

Bananas Slide Ship**Down the Ways**

Bananas—7,000 lbs. of them, well ripened—helped launch the Cape Lookout, a 7,400-ton, 413-ft. cargo ship at Beaumont, Texas, recently.

For the benefit of those who might not know it already, the Maritime Commission explained that the objective of a launching is for a vessel to slide promptly from dry land into deep water. And for this purpose juicy bananas had been found an efficient substitute for launching greases.

And there is a good-neighbor angle, too. Said the Commission: "By increasing consumption of this important Central American export, it is expected to contribute to hemisphere solidarity."

Bananas have provided the slide for tugs and small craft at the Pennsylvania Shipyards, Inc., at Beaumont, but never for a ship approaching the size of the Cape Lookout.

Miss Audrey Jesse Jones, a student at the University of Texas, who is a granddaughter of Jesse H. Jones, Sec. of Commerce, christened the vessel.

The Diesel-propelled Cape Lookout is the first ocean-going cargo ship to be built in Texas since World War days.

**N. Y. Shippers Urge I.C.C.
To Delay Rate Increases**

The Shippers Conference of Greater New York, on the motion of A. C. Welsh, traffic manager of the Brooklyn Chamber of Commerce, unanimously adopted a resolution Feb. 14th calling on the Interstate Commerce Commission to suspend the proposed increased all-water and joint water-rail rates between Eastern trunkline territory and the Southwest until shippers have had an opportunity to be heard in the matter. The meeting was held in the assembly room of the Merchants Assn. in the Woolworth Bldg.

Wm. R. Settgass, chairman of the Shippers Conference and associate traffic director of the American Tobacco Co., will appoint a committee to deal with the proposal of the coastwise steamship lines engaged in the trade.

Declaring the matter of "great public importance," Mr. Welsh said that numerous complaints had been received from shippers, who have criticized the method employed by the water carriers in deciding to advance freight rates without giving shippers an opportunity to be heard. According to reports, the proposed increases may run as high as 25 per cent on some commodities.

"There is no intention on the part of the carriers to obtain prior approval of the proposal," Mr. Welsh said. "It is understood that such carriers are now engaged in revising their tariffs to increase all-water and joint water-rail rates."

J. E. Tarvin, chairman of the nominating committee, submitted a report recommending the re-election for the coming year of the present officers. Besides Mr. Settgass, they are C. M. Smith, traffic manager of H. L. Green & Co., first vice-chairman; J. H. Pretzell, associate traffic manager of Standard Brands, Inc., second vice-chairman, and R. H. Goebel, of the Rubber Manufacturers Assn., Inc., secretary.

**New Shipping Record
at Baltimore**

The volume of business through the port of Baltimore, Md., established a 20-yr. record during the year of 1940. The valuation of the port's foreign trade last year soared to \$276,816,212, representing an increase of (Concluded on page 81)

BROOKLYN, N. Y.**LEHIGH WAREHOUSE & TRANSPORTATION COMPANY, INC.**

Albert B. Drake, President
BROOKLYN WAREHOUSE — 184-198 Kent Avenue, Brooklyn, N. Y.
 25,000 square feet reinforced concrete and steel construction. Floor load 250 lbs.
 Sprinkler system A.D.T. Watchman. Insurance rate 7.2¢. Private siding
 R.E.D.T.R.R. switching to and from all lines entering N. Y. Harbor. Capacity
 40 cars. Motor truck platform capacity 20 trucks.
 SERVICE FEATURES—Custom Bonded, Pool car distributors, Motor
 Terminal and transport service—fleet of motor trucks serving metropolitan area
 Fully Licensed and bonded trucks maintained to transport liquids and imported
 merchandise. Dry storage and temperature controlled rooms. Dock facilities for
 fighters and barges. See Newark, New Jersey for additional facilities.

BROOKLYN, N. Y.

Established 1860

Peter F. Reilly's

Fireproof Warehouses

491-501 Bergen St.

"First Moving Van in America"

Modern Depository for the Storage of Household Goods

**BUFFALO, N. Y.****GENERAL MERCHANDISE STORAGE—DISTRIBUTION**

RAIL-LAKE-CANAL TERMINALS

INTERIOR WAREHOUSES
100% HEATED—SPRINKLERED

600,000 SQUARE FEET

100 CAR SIDINGS

ERIE—NYC—BFLO CREEK RR

STEVEDORE CONTRACTORS

HEATED SPACE OFFICES—MANUFACTURING

BUFFALO MERCHANDISE WAREHOUSES, INC.

1200 Niagara St.

BUFFALO, NEW YORK

BUFFALO, N. Y.**Economical Storage and Shipping****KEYSTONE WAREHOUSE CO.**

SENECA AND HAMBURG STREETS, BUFFALO, N. Y.

Served by Great Lakes Transit Corp., Steamers,
N. Y. Barge Canal Lines and all R. R.'s.
Capacity 50 cars daily. Pool car distribution.

One of THE CHAIN OF TIDEWATER TERMINALS and Inland Warehouses

BUFFALO, N. Y.**Knowlton Warehouse Co.**

50 Mississippi Street, Buffalo, N. Y.

POOL CAR DISTRIBUTION
MERCHANDISE STORAGE
PRIVATE SIDING**BUFFALO, N. Y.**

Let us care for your needs in Buffalo

LARKIN WAREHOUSE INC.

BUFFALO, N. Y.

Specializes in handling pool cars. Lowest insurance rates
No carage on railroad shipments. Stores autos and general merchandise

GOVERNMENT BONDED WAREHOUSE

For further information write J. E. Wilson, Traffic Manager

Represented by
NEW YORK ALLIED DISTRIBUTION INC.
II WEST 42ND ST. PENN 6-0966 CHICAGO 1525 NEWBERRY AVE. MON 553**BUFFALO, N. Y.****LEDERER TERMINALS**

... HAVE SOMETHING IN STORE for you ...

LOCATED IN NIAGARA FRONTIER FOOD TERMINAL

BUFFALO, N. Y.**LEONARD WAREHOUSES**Member
B.W.A.—
Mayflower
W.A.

Offices—163 Georgia St.

Household Furniture—Storage and Removals—
Local, Long Distance—Special Storage and
Handling of Electrical Appliances for Merchandise Purposes.**BUFFALO, N. Y.****Salesminded****THE MARKET TERMINAL WAREHOUSE**

Schoellkopf & Co., Inc.

102 Perry St.

BUFFALO, N. Y.**GENERAL MERCHANDISE—COLD STORAGE WAREHOUSE**

Cargo-Handling
Rail-Lake and Barge
Terminal
96 Car Track
Capacity
1500 Feet Private
Dock



Financing—
Distribution
Auto Dealers
Warehousing
Service
Office and
Factory Space

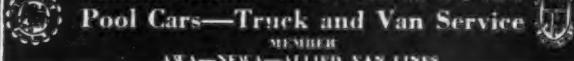
TERMINALS & TRANSPORTATION CORPORATION

275 FUHRMANN BLVD. BUFFALO, N. Y.

ELMIRA, N. Y.**A. C. RICE STORAGE CORP.**

2—WAREHOUSES—2

MERCANDISE—HOUSEHOLD GOODS



Pool Cars—Truck and Van Service

MEMBER

A.W.A.—N.F.W.A.—ALLIED VAN LINES

FLUSHING, L. I., N. Y.

Established 1903

Flushing Storage Warehouse Company

135-28 39th Avenue, Flushing, N. Y.

Fireproof Warehouses



Moving, Packing, Storing and Shipping of Household Goods and Office Equipment. 10 blocks from J. Railroad Current Freight Station. Serving Jackson Heights, Elmhurst, Corona, Whitestone, College Point, Baywood, Douglaston, Great Neck, Little Neck, Port Washington, Manhasset, Hempstead, Garden City.

Members of the A.V.L.—N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

JAMAICA, L. I., N. Y.

1941—OUR 33rd YEAR

JAMAICA STORAGE WAREHOUSE COMPANY

170th ST. at L.I.R.R., JAMAICA, N. Y.

JAMAICA, L. I., N. Y.

Tel. Republic 9-2200

QUEENSBORO STORAGEFIREPROOF WAREHOUSE—VAN SERVICE—PACKING
Heavy Hauling Rigging & Hoisting

VAN WYCK BLVD. AT 94th AVE.

All Long Island points use our Storage—Distribution & Hauling Facilities for Household Goods, Cased Goods, Etc. Ship via P.R.R. to Jamaica Station Member N.Y. & N.F.W.A.

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Telephones, Richmond Hill 2-2871, Republic 9-1400

Kew Gardens Storage Warehouse, Inc.
Motor Vans, Packing, Shipping
Fireproof Storage Warehouse
9330 Van Wyck Boulevard at Atlantic Ave.
Richmond Hill, N. Y.

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Moving, Packing Storing, Shipping



O'Brien's Fireproof Storage Warehouse, Inc.
 Packers and Shippers of Fine Furniture
 and Works of Art
 Also Serving
 New Rochelle, Pelham, Larchmont, Mamaroneck, White
 Plains, Scarsdale, Hartsdale. Send B/L to us at
 New Rochelle.

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40 Warehouses **40 Cities**
Represented by
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NEW YORK, N. Y.



Day & Meyer
Murray & Young Corp.
PORTOVAULT
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NEW YORK, N. Y.

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Fireproof Warehouses

Modern Equipment

Lift Van Service



Operated by
 Centrally Located
 Consign Shipments
 To Us
 Prompt Remittances
 1317 Westchester Ave.

NEW YORK, N. Y.

Fireproof Storage Warehouses



Dunham & Reid
 Inc.



The storing, packing, moving and shipping of Household Goods and Arts objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.
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 Members of N. F. W. A., N. Y. F. W. A., V. O. A.

NEW YORK, N. Y.

SERVING THE NEW YORK MARKET

There is no problem in Warehousing and Distribution which we cannot work out satisfactorily with the shipper. We have advantages in location and in equipment which enables this company alone to do certain things which cannot be done elsewhere.

We invite your correspondence on any or all features of our Warehousing—Distribution—Trucking Service—Field Warehousing.

Independent Warehouses, Inc.**General Offices: 415-427 Greenwich St., New York**

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CHICAGO
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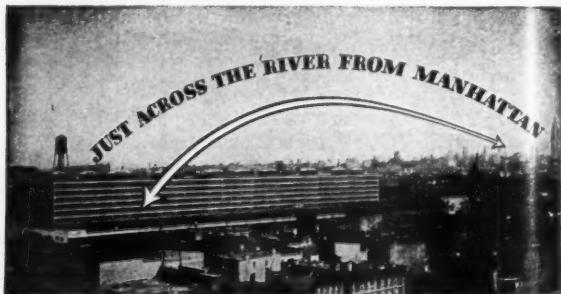
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LACKAWANNA
 WAREHOUSE COMPANY, INC.**JERSEY CITY, N. J.**

(Two blocks from tunnel plaza)

Over 1,000,000 sq. ft. of light, well ventilated space carrying a 6¢ insurance rate. Over 1000 ft. of truck platform served by 24 modern freight elevators and a fleet of high speed electric trucks.

Alvin A. Miller
 President
 Sheltered D.L&W. R.R. siding accomodating over 50 cars. Present day distribution demands can only be met thru such ideal facilities as are here provided.

**LINCOLN****WAREHOUSE CORPORATION
 SAFE DEPOSIT COMPANY**

is exclusive Manhattan agent for the famous

**AERO MAYFLOWER TRANSIT COMPANY
 LONG DISTANCE MOVING**

of household goods, personal effects or office equipment in, from or to New York City, or anywhere in the United States or Canada, safely and expertly, is a special skill of LINCOLN and MAYFLOWER.

Lift Vans to all parts of the world.

Our steel and concrete building offers safest and most convenient storage for household goods, valuables and merchandise.

69th to 70th Sts. on Third Ave.
 Telephone: RHineclander 4-0100

NEW YORK CITY

Waterways and Terminals

(Concluded from page 78)

75.9 per cent over the volume of foreign trade done during the year of 1939.

Exports through the port during 1940 amounted to \$182,488,144, nearly a 100 per cent increase over the 1939 export volume and 121.8 per cent over the 1938 volume.

The imports for 1940 were valued at \$94,328,068, a gain of 42.7 per cent over the 1939 volume and 43.7 per cent over the volume for 1938.

The port's foreign trade volume during 1940 amounted to 9,551,636 short tons, which was a gain of 33.9 per cent over the 7,134,487 tons of 1939.

Over 30 per cent of the 1940 exports, considering dollar value, went to the United Kingdom.

Exports to South America during 1940 gained 107 per cent over the exports of 1939. The exports to South America amounted to \$40,000,000.

The exports during the past year embraced to a large extent the shipment of war materials and other materials incidental to the defense program. Even the shipments to South America were in a large measure due to the war situation.—*Ignace*.

Miami River Widening Would Cut Costs

A public hearing was held in Miami, Fla., Feb. 5, before Colonel W. C. Weeks, U. S. district engineer stationed in Jacksonville, concerning the proposed widening of the mouth of the Miami River and the extension of the stream to Lake Okeechobee. This latter proposal, as outlined by O. P. Hart, director of the Statistical Research Bureau of Miami, entails the digging of a canal 8 ft. deep and 90 ft. wide to Lake Okeechobee. Advantages of the proposed canal were pointed out by John A. O'Rourke, director of operation and development of the port of Miami, who said that the new waterway would save \$200,000 per year on shipping costs from the rich Everglades hinterland. Large cargoes of timber could be brought in over the canal for movement through Miami, he further added. —*Lord*.

Jacksonville Boundaries Changed

The boundaries of the port of Jacksonville, Fla., have been changed by the U. S. Army engineers. The old port district was described as lying between Jacksonville and the ocean, with the territory beyond the Jacksonville Bridge being credited to the Palatka district. The new boundaries give the stretch of water between the bridge and the Southeastern Naval Air Base at Black Point to the Jacksonville district, which has the effect of increasing its size approximately 50 per cent. The change has been approved by the Port Bureau of the Jacksonville Chamber of Commerce headed by chairman Horace C. Avery, general manager of the Union Terminal Warehouse Co.

Effects of the European war on Jacksonville shipping are reflected in recent figures for 1940 as compared with 1939. Cargo ships made 1,651 visits to the port during the past year as against 1,816 visits in 1939. The drop in net registered tonnage was from 4,385,585 to 3,811,298, or more than half a million tons. Foreign imports, however, increased from 341,010 short tons in 1939 to 479,779 in 1940, while exports to foreign points dropped from 192,305 in 1939 to 146,553 in 1940.—*Lord*.

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

NEW YORK, N. Y.

SERVICE—EFFICIENCY—CLEANLINESS

L. & F. STORES, INC.

GENERAL STORAGE WAREHOUSES

15-17-19 WORTH ST.

Merchandise Distribution

LOUIS MAURO

Bonded Truckmen and Forwarders

Phone Walker 5-9252

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CAPITAL AND SURPLUS
\$5,600,000

ESTABLISHED
1882

GENERAL MERCHANDISE STORAGE

EASY ACCESSIBILITY QUICK HANDLING
EXCELLENT LOADING FACILITIES NEW YORK'S LARGEST TRUCK SCALE
TWO MODERN FIREPROOF WAREHOUSES
SPRINKLED SECTIONS LOW INSURANCE RATES

The Manhattan

STORAGE & WAREHOUSE CO.

SEVENTH AVENUE at 52nd STREET THIRD AVENUE at 80th STREET

NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding
from an Ultra-Modern Free and Bonded
Warehouse.

IDEALLY LOCATED

IN THE VERY CENTER OF NEW YORK CITY
Adjacent to All Piers, Jobbing Centers
and The Holland and Lincoln Tunnels

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

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Starrett Lehigh Bldg.

601 West 26th St., N. Y. C.

Represented by Associated Warehouses, Inc.—New York City and Chicago

NEW YORK, N. Y.

THE NATIONAL COLD STORAGE CO., INC.

Operating Warehouses for Storage of Perishable Food Products

DISTRIBUTION FACILITIES—BONDED AND FREE

Brooklyn Warehouse Adjacent to Pier and Wharf Accommodations

BROOKLYN, 66 Furman St. JERSEY CITY, 176 Ninth St.

Fulton Terminal—N. Y. Dock Railway Erie Railroad—Storage-In-Transit

General Offices: 60 HUDSON ST., NEW YORK, REctor 2-6590

NEW YORK, N. Y.

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Executive Offices: 44 Whitehall St., New York, N. Y.

Free and bonded storage facilities licensed by Commodities Exchanges.
Space for lease (large & small units) for manufacturers and distributors.
Pier and wharf accommodations.

Railroad connections with all Trunk Lines.

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NEW YORK, N. Y.

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U. S. BONDED AND FREE WAREHOUSES

ALSO TEA BOND

In the heart of the Canned and Bag Goods District

of the Port of New York

Two Fumigation Chambers

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**SANTINI BROS., INC.**

Serving Greater New York and All Points in Westchester County

MOVERS—PACKERS—SHIPPERSGeneral Offices: 1405-11 Jerome Ave.
Tel.: Jerome 6-6000 Five Fireproof Warehouses
3,000,000 Cubic Feet—Pool Car Distribution

STARRETT-LEHIGH

BUILDING



Outstanding as its dominance over New York's West Side midtown skyline, the STARRETT-LEHIGH BUILDING offers the manufacturer and distributor superior advantages:

- Lehigh Valley R. R. freight terminal on street level; elevators direct to rail yard platform
- Truck elevators to all floors, affording street floor facilities throughout
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased
- High safety standards—low insurance rates
- Live steam for manufacturing purposes
- Fast passenger elevators; restaurant; barber shop

INVESTIGATE —learn what satisfied, nationally-known occupants are doing at the

Starrett-Lehigh Building

West 26th—West 27th Sts.—11th to 13th Avenues
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Telephone: CHICKering 4-5520

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State Warehouse Co., Inc.**GENERAL OFFICES 541-545 W. 34th St.**

General Merchandise Storage and Distribution
in the Center of the Metropolitan Area
Fireproof Buildings—Low Insurance Rate—Immediately
Adjacent to New York Central R. R.—Penn. R. R.—
Lehigh Valley
Member N.Y.S.W.A.—P.N.Y.A.

NEW YORK, N. Y.

Branches in Phila., Boston, Jersey City

UNITED SECURITY ASSOC. WAREHOUSES, INC.
243 W. 60 St.—N. Y. C.

Specializing in:

HOUSEHOLD GOODSStorage • Distribution • Trucking • Packing
Foreign Lift-Van Service

OSWEGO, N. Y.

OSWEGO NETHERLAND CO., INC.

Established 1918

Fruits
Vegetables
Condensed Milk
Almonds
Eggs
Beer
Butter
Frozen Foods

Modern up to the minute cooler and sharp freezer facilities with ventilation and humidity control. Temperature range —15 to 35° above. Storage-in-transit privileges.

All Fireproof buildings—Very Low Insurance Rates—10-car private siding—Free switching—U. S. Warehouse Act—Bonded. Member of N.Y.S.R.

H. B. LASKY, Treas. and Mgr.

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse

Main St., East at Circle St.
General Merchandise Storage . Distribution
Household Goods Storage . Shipping
Pool Car Distributed and Reshipped
Direct R. R. Siding N. Y. Central
In the Center of Rochester

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**Schenectady Storage and Trucking**
McCormack Highway Transportation

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution
Pool Car Distribution Household Goods
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

GREAT NORTHERN WAREHOUSES, INC.

• FIREPROOF •

MERCHANDISE STORAGE AND DISTRIBUTION

2 PRIVATE RAIL SIDINGS

DAILY, STORE-DOOR, MOTOR FREIGHT SERVICE TO ALL NEW YORK STATE POINTS

Member: American Chain of Warehouses — Mayway

SYRACUSE, N. Y.

DISTRIBUTION**MOTOR FREIGHT LINES****PRIVATE RAIL SIDINGS****KING**STORAGE WAREHOUSE, INC.
SINCE 1897

COMPLETE MERCHANDISE AND HOUSEHOLD GOODS STORAGE SERVICES

Represented by

DISTRIBUTION SERVICE, INC.

Members:

A.W.A.—N.F.W.A.—A.V.L.

American Storage & Warehouse Moves to New Home, Charlotte, N. C.

The American Storage & Warehouse Co. has moved into its handsome and modern new building at 926 Tuckaseegee Road, Charlotte, N. C., it was announced by T. E. Rea, president of the firm. The company was organized in 1908. Continued expansion of its business over the years necessitated removal to larger quarters, and the building on Tuckaseegee Road resulted.

Its new home contains 40,000 sq. ft. of floorspace, and was built especially for the needs of a business of this type. It is constructed of brick and steel, and is equipped with the most modern facilities. In the rear is a Piedmont & Northern railroad siding, capable of handling 4 carloads of merchandise at once. A front loading platform can handle 4 trucks at the same time. The new warehouse can store approximately 100 carloads of merchandise at a time, it was stated.

The company specializes in up-to-date and economic storage of merchandise of almost all kinds. It specializes in pool car distribution, and distributes its pool car shipments both by rail and motor truck service throughout the Carolinas.

In speaking of the new plant, Mr. Rea said: "We are now able to take care of large shipments of all kinds of merchandise and offer fast, dependable distribution for the manufacturer."

Gaylord Container Corp., pulp and paper division, 2820 So. 11th St., St. Louis, will carry out expansion and improvements in pulp and paper mill at Bogalusa, La., including additions to pulp mill, bag and container-manufacturing departments, powerhouse and other expansion. Cost close to \$6,000,000 with machinery, for which various awards are being made.

UTICA, N. Y.

BROAD STREET WAREHOUSE, INC.Complete Warehousing
ServiceGeneral Merchandise — Cold Storage
Heated Storage
Private Siding and Motor Freight Terminal
Daily Trucking Service to all
Points in New York State

UTICA, N. Y.

Established 1916

UTICA WAREHOUSE CO., INC.

Box 276

Utica, N. Y.

MERCHANDISE STORAGESpecializing in Cotton, Cotton Waste, Textiles, Alkalies,
Denatured Alcohol, Anti-Freeze, Automobiles, Etc. Warehouses
on D.L.&W. and N.Y.C. Private siding. Sprinklered throughout.
Pool car distribution. Motor service.

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.**Office & Warehouse:** 107-121 Brookfield St.Household Goods Moving, Storage, Packing, Shipping
Prompt service for any point in Westchester County

Member N.Y.P.W.A.—N.F.W.A.

CHARLOTTE, N. C.

AMERICAN STORAGE & WAREHOUSE CO.

CHARLOTTE, N. C.

OFFICE AND WAREHOUSE, TUCKASEEGEE ROAD

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

*Charlotte's Downtown Warehouse***CENTRAL VAN and STORAGE CO., Inc.**

209 West First St.

Fireproof FacilitiesHousehold Goods
and
Merchandise

Agents: Greyvan Lines

Pool Car
Distributors

CHARLOTTE, N. C.

Bonded Fireproof Warehouse

UNION STORAGE & WAREHOUSE CO., Inc.

20 Private Offices—1000-1008 West Morehead St.—Insurance Rate 25¢

MERCHANDISE STORAGE — POOL CAR DISTRIBUTIONRepresented by
ALLIED DISTRIBUTION INC.
NEW YORK
11 WEST 43RD ST. PENN 6-O968CHICAGO
1525 NEWBERRY AVE. MONSANTOMember
MayWA

DURHAM, N. C.

DURHAM PUBLIC WAREHOUSES, INC.

2002 E. Pettigrew St., Durham, N. C.

Storage for Household Goods and General Merchandise. Eight Units Totaling 185,000 Sq. Ft. of Floor Space. Automatic Sprinkler. Office and Industrial Space to Lease. Pool Car Distribution.

Member—American Chain of Warehouses, Inc.

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326-28 South Davie St., Greensboro, N. C.

Merchandise & Household Goods

Pool Cars — Trucking Service

SPRINKLED BUILDINGS—PRIVATE SIDING

Member MAYWA

RALEIGH, N. C.

CAROLINA STORAGE & DISTRIBUTING COMPANY**MERCHANDISE STORAGE
POOL CAR DISTRIBUTION**

Private Siding

Members

A. W. A.

Motor Freight Line

A. CHN. WHSES.

WILMINGTON, N. C.

FIREPROOF WAREHOUSE**FARRAR TRANSFER & STORAGE WAREHOUSE**

1121 South Front Street

Household Goods — Merchandise

Long Distance Moving — Pool Car Distribution

Private Siding, A. C. L. Railroad Co.

Members, N. F. W. A. — A. T. A.

FARGO, N. D.

Union Storage & Transfer Company

FARGO, N. DAK.

General Storage—Cold Storage—Household Goods

Established 1906

Three warehouse units, total area 161,500 sq. ft.; of this 20,000 sq. ft. devoted to cold storage. Two buildings sprinkler equipped. Low insurance costs. Spot stocks. Pool car Distribution. Complete warehouse services. Fargo serves North Dakota and Northwestern Minnesota.

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GRAND FORKS, N. D.

AWA-NFWA-MNWWA


Kedney
WAREHOUSE CO.
 General Storage—Moving Household Goods
 Pool Car Distribution—Motor Freight Terminal

OHIO

**FOR EXPERIENCED WAREHOUSING
OR DISTRIBUTION SERVICE IN OHIO**

SELECT

APPROVED MEMBERS

OF THE O. W. A.

MEMBERSHIP LIST MAILED ON REQUEST

OHIO WAREHOUSEMEN'S ASSOCIATION

COLUMBUS OHIO

AKRON, OHIO

**COTTER CITY VIEW
STORAGE COMPANY**

70 Cherry St., Akron, Ohio

Merchandise Storage.

A.D.T. Alarm.

Pool Car Distribution.

Household Goods Storage.

Low Insurance.

Member of May.W.A.—O.W.A.



CANTON, OHIO

**CANTON STORAGE, Inc.**
FOURTH AND CHERRY, N.E.Merchandise, Household
Goods, Cold StoragePool cars distributed. Private sidings.
Free switching on all roads. Separate fire-
proof warehouses for household goods.Member: A.C.W.—MAY.W.A.—A.W.A.—
O.F.A.A.—O.W.A.

OHIO**SHIPPERS' SERVICE SECTION**

D and W, March, 19

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Cincinnati Merchandise Warehouses, Inc.
7 W. Front St.



90 YEARS OF WAREHOUSING

Cincinnati, Ohio

Merchandise Storage—Pool Car Distribution
P.R.R. & Sou. R.R. Siding—Low Insurance Rates
Air Conditioned Space—U. S. Customs Bonded

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Member of A.W.A.—O.W.A.



9,000,000 Cubic Feet

Select the Warehouse Used by the Leaders!

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POOL CAR DISTRIBUTION—LONG DISTANCE TRUCK
TERMINALS

Internal Revenue and U. S. Customs Bonded Storage

CINCINNATI TERMINAL WAREHOUSES, INC.
49 CENTRAL AVE. HARRY FOSTER, General Manager CINCINNATI, O.

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking

—Storage

1035-55 Flint St.

(Flint, Cortland and Hoosier Sta.)
Merchandise Storage
Penn. R. R. Siding

Pool Cars
Inter-City Truck Depot

**CLEVELAND, OHIO**

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CURTIS STORAGE & TRANSFER, INC.

"STORE WITH CONFIDENCE"

Specializing in Merchandise Storage
Pool Car Distribution—Bulk Tank Storage
Operating Own Delivery Equipment
Private Siding N.Y.C.R.R.

FRENCH & WINTER STS.

CLEVELAND, OHIO

CLEVELAND, OHIO

Member of O.W.A.

"The Three R's" In Modern Warehousing
RESPONSIBILITY
REPUTATION

RELIABILITY — are found at

THE GREELEY-GENERAL WAREHOUSE CO.
Located in the New York Central Freight Terminal at Broadway and E. 15th St.

CLEVELAND, OHIO

Now there are

WATER, RAIL AND
TRUCK FACILITIES

Cleveland's Only Lakefront Public Warehouse with Direct
Connecting R.R. Facilities
Member of O.W.A.

**4 LEDERER
TERMINALS**

Offices: FOOT OF E. 9th ST.
A.D.T. Protection

CLEVELAND, OHIO

TEL. CHERRY 4170

Member of O.W.A.

NATIONAL TERMINALS CORPORATION

1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on
Cleveland's Water Front
Most Economical Warehouse and Distribution Services
VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH
Cleveland's Largest Cold and General Merchandise Warehouse



84 For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

CLEVELAND, OHIO**DIRECT FROM FREIGHT CARS**

SHIPMENTS to Cleveland, consigned to
The Lincoln Storage Company over any
railroad entering the city, can be handled
from freight car direct to our loading plat-
form.

Carload shipments to our private siding,
11201 Cedar Ave., on the N. Y. C. Belt
Line, connecting with all R.R.s entering
Cleveland; L. C. L.-Penn. Euclid Ave. Sta.
adjoining Euclid Ave. warehouse; other
R.R.s. to Cleveland, Ohio.

LINCOLN STORAGE

W. R. Thomas, Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.

CLEVELAND, OHIO**AT YOUR SERVICE**

- Eight modern warehouses
- Special storage facilities
- Low insurance rates
- Private switch facilities
- Quick deliveries

A warehouse in each major section of the city.

The **NEAL**
STORAGE COMPANY
CLEVELAND
OHIO

CLEVELAND, OHIO**OTIS TERMINAL WAREHOUSE**HAS THE FACILITIES
TO MEET ALL OF YOUR NEEDS

Downtown location; Modern and fireproof; Low insurance rate
Enclosed docks and siding on Big 4 Railroad; Daily delivery service
Office and display space; Telephone accommodations; U.S. CUSTOM BONDED

General Offices

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CLEVELAND, OHIO**RAILWAY WAREHOUSES, Inc.**

in CLEVELAND, OHIO

For Facilities, Service and Security

Write for Details

Address 3540 Croton Ave., S. E., Cleveland, Ohio

Represented by Allied Distribution, Inc.—New York & Chicago

COLUMBUS, OHIO**Cover OHIO from Columbus**

Modern warehouses and bonded storage facilities. A.D.T. Sys-
tem. Private double track siding. Receiving floor at car level.

Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company
55-85 Terminal Way

Columbus, Ohio

Member of Ohio Ware-
housemen's Association

Represented by
ALLIED DISTRIBUTION INC.
II WEST 43RD ST., PHILA. 6-0967 1525 NEWBERRY AVE., MONTGOMERY

COLUMBUS, OHIO

Member of O.W.A.

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—8 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio



Personnel

(Concluded from page 37)

ations, having recently been made manager of Bekins Van Line Co., a nation-wide unification of the interstate household goods operative rights of the various Bekins companies operated throughout the nation. Although the headquarters of the new company will be at Omaha, Neb., Mr. Kendall hopes to retain his residence in Pasadena.

Under a recent decision of the Interstate Commerce Commission, the operative rights of the new Bekins company cover the entire United States, and it is anticipated that under the direction of Mr. Kendall, the same high type of service that has heretofore been rendered by Bekins VanLiners along the Pacific Coast and eastward to Colorado and Texas, will soon be expanded to include frequent schedules between the major cities throughout the country. Mr. Kendall attended a meeting of the new company which was held in conjunction with the convention of the National Furniture Warehousemen's Assn. at Hot Springs, Ark.

Warren J. Sullivan, traffic manager of United Grape Products Sales Corp., was elected president of the Niagara Frontier Industrial Traffic League at a meeting of the Board of Governors recently in Buffalo, N. Y. Others elected were: first vice-president, Charles J. Ratzel, traffic department Worthington Pump & Machinery Corp.; second vice-president, John W. Burke, traffic manager, J. N. Adam & Co.; third vice-president, Orlo D. Wheaton, traffic manager, Wildroot Co., Inc.; treasurer, William J. Holehouse, Jr., Trico Products Corp.; general secretary, William L. Korzelius, manager, Market Terminal Warehouse; Anthony P. Gerstner, of the Buffalo Chamber of Commerce, was re-appointed secretary. The newly elected officers will serve for one yr. Walter E. Beaver, traffic manager of Maritime Milling Co., Inc., is the retiring president, and will serve as ex-officio member of the Board of Governors.

H. G. Coleman

Harry G. Coleman, 63, secretary and manager, Donaldson Transfer and Storage Co., Inc., North Side, Pittsburgh, Pa., died Feb. 3. Born on the North Side and associated with the transfer company for 40 yrs., Mr. Coleman had spent most of the time as secretary and manager. Survivors include 4 sisters, a brother, his widow, 2 daughters and son Arthur G., a 3rd-term student in the Submarine School, United States Navy.—*Leffingwell*.

Packaging in Defense—**Convention Highlight**

Sponsored by the American Management Assn., the 11th annual Packaging Exposition and conference on packaging problems will be held at the Stevens Hotel, Chicago, April 1 to 4. Topics for discussion include consideration of the bearing of national defense activities on packaging, the need for substitute materials, standardization of design, package costs in relation to value of contents, and other packaging problems. Outstanding figures in the packaging, packing and shipping world are to have part in the program. The final session will be a clinic on shipping containers at which representatives of various industries will submit sample containers for analysis as to their merits in terms of the product they carry. Henry J. Howlett, secretary of the American Management Assn., in charge of program planning, stated that the conference will be decidedly "technical" in its nature."—*Slawson*.

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

COLUMBUS, OHIO

G. R. STINCHCOMB, Pres.

Franklin Warehouses, Inc.**General Storage, 29 W. Vine St.**

Private siding on New York Central R.R.
Located right in the heart of the city.
T. S. area 88,000 square feet.

Member Ohio Warehousemen's Association

COLUMBUS, OHIO**THE MERCHANDISE WAREHOUSE CO.**

370 West Broad St.

Complete service for
MERCHANDISE STORAGE AND DISTRIBUTION
Private Siding — 14 car capacity
U. S. Customs Bonded A.D.T. Service
Centrally Located Modern Facilities
Members: A.C.W.—O.W.A.

**COLUMBUS, OHIO****The NEILSTON STORAGE CO.**

260 EAST NAGHTEN ST.

Modern fireproof warehouse for merchandise
Low Insurance—Central location in jobbing
district—Private railroad siding—Pool
cars distributed.

Member of O.W.A.

**SPRINGFIELD, OHIO****WAGNERS SERVICE, INC.**

Pennsylvania Railroad and Lowry Ave.



A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise. Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.—O. W. A.

**TOLEDO, OHIO****The Sam Davis Co.**

Toledo's finest furniture and merchandise warehouses

PACKING CRATING SHIPPING

Long distance moving

ICC tariff rates

Toledo's Largest Movers

Agent for Greyvan Lines

TOLEDO, OHIO

4 WAREHOUSES

WILLIS DAY STORAGE CO.

Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool Cars
Priv. Siding NYC.

Member of May WA—OWWA—TOL—CA

133 St. Clair St. • Adams 7144

TOLEDO, OHIO**CAPACITY**

800—CARS COLD
400—CARS DRY

PRIVATE SIDINGS
N.Y.C. AND
E.&O. RR'S

**GREAT LAKES TERMINAL WAREHOUSE CO.**

321-359 MORRIS ST.

TOLEDO, OHIO

COMPLETE WAREHOUSE FACILITIES

TOLEDO, OHIO

Merchants and Manufacturers Warehouse Co.

15-29 So. Ontario St.

Center of Jobbing District



Sprinklered Fireproof Building—100,000 Square Feet—Dry Storage—
70% Pool Car Storage—Private siding Nickel Plate Road—
Free Switching—Merchandise Storage—Pool Car Distribution—
Negotiable Receipts—Transit Storage Privileges—Low Insurance
Rates—City delivery system.

TOLEDO, OHIO

NATIONAL TERMINALS CORPORATION

OFFICE: 247 MORRIS STREET

Phone Adams 8275

Most Economical Warehouse and Distribution Services Via Water, Rail and Truck Are Available Through Toledo's Best Located Most Accommodating Warehouses and Docks.
Two Private Docks Capable of Serving Any Size Boat on the Lakes.
Both Inland and Dock-Side Warehouses.

TOLEDO, OHIO

"QUICK SHIPPERS"

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . .
Fireproof . . . Private siding Nickel Plate Road
. . . Free switching . . . Negotiable receipts . . . Transit
storage arrangements . . .
Motor truck service . . . Located
in Jobbing District . . .
U. S. Customs Bonded.



Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST., PENN. 6-0966 1525 NEWBERRY AVE., MICH. 5331



OKLAHOMA CITY, OKLA.

Established 1889

O. K. TRANSFER & STORAGE CO.



GENERAL WAREHOUSING AND DISTRIBUTION

OKLAHOMA CITY, OKLA.



Fireproof Warehouses for Merchandise and Household Goods
Automatic Sprinkler System
Office and Warehouses
300-313 East Grand Avenue

We Solicit Your Accounts for
Transfer and Storage
Members of American
National Warehousemen's
Associations

TULSA, OKLA.

JOE HODGES FIREPROOF WAREHOUSE

Merchandise Storage—Pool Car Distribution

Located in Center of Tulsa Wholesale District

Member: A.W.A., N.F.W.A. and American Chain of Warehouses

PORTLAND, ORE.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses

Licensed under the U. S. Warehouse Act

Merchandise, Storage and Distribution

Private Siding Free Switching Sprinklered

1132 N. W. GLISAN STREET



Factories on the Move

(Concluded from page 38)

Edgecomb Steel Co., D Street & Erie Ave., Philadelphia, has purchased 5-acre tract at Hillside Ave. and Lehigh Valley Railroad, Hillside, N. J., for new one-story storage and distributing plant, with 2-story portion for office. Cost about \$100,000 with equipment.

Ferris-Hall Body & Trailer Co., 6414 Harrisburg Blvd., Houston, Tex., automobile bodies, trailers, parts etc., plans new 2-story plant at Portwood St. & Navigation Blvd. Cost close to \$70,000 with equipment.

William F. Lacey & Sons Co., 50 Mystic Ave., Medford, Mass., motor truck bodies, parts, etc., has let general contract for new one-story body shop. Cost over \$50,000 with equipment.

Novelad Co., South Norwalk, Conn., recently organized to manufacture metal products, electric display equipment and other specialties, has leased a one-story building at 49 Day St., totaling over 30,000 sq. ft. of floorspace for plant.

General Electric Co., Pittsfield, Mass., has begun erection of one-story addition, for which general contract recently was let, for expansion in transformer manufacturing division. Cost close to \$175,000 with equipment.

Wyman-Gordon Co., 105 Madison St., Worcester, Mass., forgings for automotive and other service, has let general contract for one-story addition, 120 by 36 ft., for storage and distribution. Cost close to \$100,000 with equipment.

General Electric Co., Schenectady, N. Y., plans one-story addition to branch plant at Meriden, Conn. Cost over \$100,000 with equipment.

Bendix-Westinghouse Automotive Air Brake Co., 500 Centre Ave., Pittsburgh, with plant at Wilmerding near Pittsburgh, has plans for new one-story plant at Elyria, Ohio. Cost close to \$200,000 with equipment.

Triton Chemical Co., Inc., Penns Grove, N. J., has acquired about 1,800 acres in Botetourt County, near Glen Wilton, Va., for new plant for production of explosives, with powerhouse, pumping station, machine shop and auxiliary buildings. Cost over \$1,500,000 with equipment.

Chelsea Fan & Blower Co., Inc., has purchased a new plant, and will make its headquarters at Olsen and Grove Sts., Irvington, N. J.

E. I. du Pont de Nemours & Co., Inc., Explosives Department, du Pont Bldg., Wilmington, has contracted with Navy Department for additions to Naval powder factory, Indian Head, Md., including one-story buildings and equipment. Appropriation of \$3,490,000 has been authorized for project.

Consolidated Warehouses Appointed Sales Representatives

Douglas Miller, general manager of Consolidated Warehouses, announces that the company has been appointed Eastern sales representative for Wald Transfer & Storage Co., Inc., Houston, Tex., Blue Line Storage Co., Des Moines, Ia., United States Warehouse Co., Detroit, Mich., and Koon-McNatt Storage & Transfer Co., Dallas, Texas. With the addition of these 4 warehouses, Consolidated now represents a total of 11 leading operators in the United States and Canada.

PORTLAND, ORE.

H. M. CLARK, Pres.

HOLMAN TRANSFER COMPANY
STORAGE **DISTRIBUTION**
SINCE 1864

1306 N.W. Hoyt St.

A.W.A.—O.S.W.A.

PORTLAND, ORE.

J. H. CUMMINGS, Pres.
MERCHANDISE, STORAGE &
WAREHOUSING
Northwestern Transfer Co.
General Forwarding Agents
 SPECIAL ATTENTION GIVEN TO POOL CARS
 Our private siding is served by all railroads
 1504 N.W. Johnson St., Portland, Oregon
 Estab. 1888

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1868

 1238 Northwest Glisan Street Portland, Oregon
U. S. BONDED and PUBLIC WAREHOUSES
 Merchandise Storage and Distribution
 Lowest Insurance Rates—Sprinkler Equipped
 Member A. W. A.
 Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

COVER THE NORTHWEST
THROUGH**RUDIE WILHELM WHSE. CO., INC.**

U.S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution
of All Commodities

Free Switching from All Railroads

Portland's Lowest Insurance Rates

Member A.W.A.

BETHLEHEM, PA.

**Lehigh and New England Terminal Warehouse**

15th Avenue, North of Broad Street, Bethlehem, Pa.

HARRISBURG, PA.

Pool Cars Efficiently Handled Merchandise and Household Goods Storage

HARRISBURG STORAGE CO., Harrisburg, Pa.

P. R. R. Sidings Agent for Aero Mayflower Transit Co., American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna. Warehousemen's Association, American Chain of Warehouses

MEMBER MAYFLOWER WAREHOUSEMEN'S ASSOCIATION

HARRISBURG, PA.

KEYSTONE WAREHOUSE
 GENERAL MERCHANDISE STORAGE
 POOL CARS DISTRIBUTED
 BRICK BUILDING—LOW INSURANCE
 STORE DOOR DELIVERY ARRANGED FOR
 PENNA. R. R. SIDING
 OPERATED BY HARRISBURG WAREHOUSE CO.

HAZLETON, PA.



Est. 1915

KARN'S STORAGE, INC.
 MERCHANTS WAREHOUSE L.V.R.R. SIDING
 Storage in Transit Pool Car Distribution
 Packing — Shipping — Hauling
 Fireproof Furniture Storage
 Members: Mayflower W.A.—P.F.W.A.—P.W.A.

LANCASTER, PA.

LANCASTER STORAGE CO.

LANCASTER, PA.

 Merchandise Storage, Household Goods, Transferring,
 Manufacturers' Distributors, Carload Distribution, Local
 and Long Distance Moving
 Members May. W.A.—P.F.W.A.

PHILADELPHIA, PA.

Est. over 50 years.

Pool Car Distribution a Specialty**FENTON STORAGE CO.**
 Absolutely Fireproof 46th and Girard Ave.
 Cable Address "Fenco"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agents for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

Established 1868

GALLAGHER'S WAREHOUSES
 708 South Delaware Avenue
 Merchandise Storage Storage in Transit
 Direct Sidings—Penna. RR. and Reading RR.
 Pool Car Distribution
 Represented by Associated Warehouses, Inc.
 New York Deliveries Chicago
 52 Vanderbilt Ave. City and Suburban 230 Canal St.
 Murrayhill 9-7645 Franklin 6263

PHILADELPHIA, PA.

2,100,000 Square Feet

MERCHANTS WAREHOUSE CO.
10 Chestnut St.

Phone: LOM. 8070

11 modern buildings in leading business sections. Served by all R.R.'s. Loading and unloading under cover. Storage-in-transit privileges. Goods of all kinds, bonded and free.

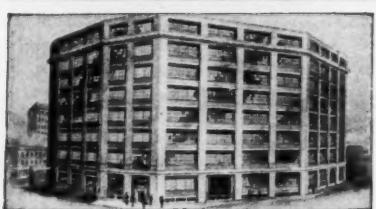
One of THE CHAIN OF TIDEWATER TERMINALS and Island Warehouses

PH'LADELPHIA, PA.

BUELL G. MILLER, President

MILLER
 North Broad Storage Co.

 BROAD & LEHIGH & BRANCHES
 Member P.M.T.A., C.F.M.A. of Pa.



PHILADELPHIA, PA.

**Greetings to
AMERICAN WAREHOUSEMEN'S ASSOCIATION
on its**

GOLDEN JUBILEE
1891 1941

**From this 69-year-
old Company . . .
Chartered April 13, 1872**

Write for Full Particulars

**PENNSYLVANIA WAREHOUSING
& SAFE DEPOSIT CO.**

**General Offices, Cor. 4th & Chestnut Sts., Phila.
WARREN T. JUSTICE, President**

MEMBER : American Chain of Warehouses • American Warehousemen's Association (Merchandise Div.) • Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St., Tel. Hanover 2-1954 • J. W. Terreforte, 250 Park Ave., Tel. Plaza 3-1235

CHICAGO: W. J. Marshall, 53 W. Jackson Blvd., Tel. Harrison 1496

GOLDEN JUBILEE

1891 1941

Warehousing Services That Are Unsurpassed in the East

IN the Terminal Warehouse group there are 13 warehouses, with more than 68 acres of storage space. Each warehouse is of modern construction, equipped with every convenience for the safe, prompt and economical handling of goods of every kind, and all earn low insurance rates. Special provision is made for the storage of household goods.

Buildings are located in the main business and river-front areas of Philadelphia, have direct rail connections with the Pennsylvania Railroad and Reading Company, and are near the big piers. Completely equipped pool car department is maintained.

Write for Further Particulars

TERMINAL WAREHOUSE COMPANY DELAWARE AVE. AND FAIRMOUNT, PHILADELPHIA

MEMBERS: A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, Inc.

**100 Broad St., NEW YORK CITY 219 E. North Water St., CHICAGO 625 Third St., SAN FRANCISCO
Phone: Bowling Green 9-0986 Phone: Sup. 7180 Phone: Sutter 3461**

An Association of Good Warehouses Located at Strategic Distribution Centers

PITTSBURGH, PA.



**W. J. Dillner TRANSFER &
STORAGE CO.**
STORAGE, PACKING, CRATING and SHIPPING
POOL CAR DISTRIBUTION
LONG DISTANCE HAULING
2748 West Liberty Ave., Pittsburgh, Pa.
Members of N.F.W.A.—A.T.A.—P.F.W.A.—P.M.T.A.
Agent for Allied Van Lines, Inc.

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

**Office: Duquesne Way and Barbeau St.
Merchandise Storage & Distribution**
Members A. W. A.

PITTSBURGH, PA.

Established 1911

EXHIBITORS' SERVICE COMPANY West Gen. Robinson & Scotland Street

**Pool Car Distribution—Reconsigning, 24 Hour Service—
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—94
Company Owned Vehicles—Steel and Concrete Terminal
Cooling Room Space for Perishables.**

SCRANTON, PA.

R. F. POST DRAYMAN & STORAGE WAREHOUSE 221 Vine St.

**HOUSEHOLD STORAGE
MERCHANTISE STORAGE
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.**

POOL CARS

PACKING

MOVING

Adjustment in Canned Goods Rates

Transcontinental railroads, according to the Chicago *Journal of Commerce*, are understood to be engaged in active discussion of modification of their proposed adjustment of canned goods rates from Pacific Coast origins.

As originally published by the transcontinental railroads to become effective Jan. 23, but ordered suspended by the I.C.C., it was planned to reduce the rate on canned goods to Group "A" destinations from \$1.16 to 96 cents per 100 lbs. and to Group "B" destinations from 99 cents to 96 cents per 100 lbs.

The intercoastal steamship lines and various port agencies on the Pacific and Atlantic Coasts protested these transcontinental rate reductions and prevailed on the I.C.C. to order suspension and investigation proceedings, the protests invoking provisions of the new Transportation Act of 1940. The I.C.C. ordered hearings to begin in Los Angeles Feb. 25, but the transcontinental railroads petitioned the Commission to delay holding the hearings for 90 days.

At that time, it was rumored that the transcontinental carriers would abandon their plans for reduced rates on canned goods to the Eastern destination. It now is reported that the transcontinental railroads are considering making their Group "B" basis of 96 cents. If the transcontinental carriers approve these rates, they will withdraw from defense of the rates under suspension, asking the Commission to discontinue the proceedings as needless in face of the suspended rates being canceled.

May Open Way to Buy Up Tied-Up Foreign Ships

The Maritime Commission would be empowered to charter for duration of the national defense emergency any vessels which it has available to any American Flag carrier in foreign trade without calling for public bids on the charter hire as an aid in speeding up import of strategic materials, under terms of a bill introduced in the House by Rep. O. S. Bland, chairman of the merchant marine committee.

The measure, according to the *Chicago Journal of Commerce*, is primarily designed to give the Commission which drafted it freedom of action in allocating vessels to various trade routes to insure continuous shipment of defense raw materials without having to utilize the current method of advertisement of the ships for charter under competitive bidding. This system, required by present law, is cumbersome and lengthy and tends to delay smooth handling of available vessels in spotting them over the foreign trade areas.

The proposed law also would remove the current requirement for competitive bidding on construction of new vessels for the U.S.M.C. cargo vessel replacement program authorized under the 1936 merchant marine act. This phase of the proposed statute also would extend to acquisition, reconstruction, repair, outfitting or equipping of any vessels that the Commission may be authorized to acquire.

This would give the U.S.M.C. power to negotiate with owners for the purchase and reconditioning, if necessary, of alien ships now immobilized in U. S. ports, providing prior authority to initiate such ventures had been given by some Federal authority. In other words, the Commission, should this bill (H.R. 2252) be enacted, would need no further power to negotiate and pay for the 36 Danish ships tied up in

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

THOMAS WHITE — Owner and Manager

TWO WAREHOUSES

17th AND PIKE STS.	13th AND PIKE STS.	A Quarter Million Sq. Ft. of Space (Fully Sprinklered)
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*in the Heart of
Pittsburgh's Jobbing District*

COMPLETE TRUCKING FACILITIES

POOL CAR DISTRIBUTION

P.R.R. SIDINGS

STORAGE-IN-TRANSIT PRIVILEGES

Also operators of

WHITE MOTOR EXPRESS CO.

Established 1918

WHITE TERMINAL COMPANY

17th AND PIKE STS.

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

D L & W and D & R Sidings

Member of Allied Distribution, Inc.



UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

CORNER BEESON BLVD. & PENN ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED

LONG DISTANCE MOVING

PRIVATE SIDING B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

12 Car Track Located on Lehigh Valley RR. Switches
Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

80-90 Dudley St.
FIREPROOF WAREHOUSE
Storage, Moving, Shipping
Fleet of Long Distance Moving Vans
Member National Furniture Warehouses' Assn.
Agent for Allied Van Lines, Inc.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance.
Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

Est. 1928

511-13-15 Rhett St.



GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

CHATTANOOGA, TENN.

CRABTREE TRANSFER & STORAGE COMPANY

1426 William St.

Established 1917

Chattanooga, Tenn.

In the heart of the wholesale district.



Merchandise storage. Pool car distribution. Lowest Insurance. Private siding served by all railroads.



Member National Furniture Warehouses' Association.
Agent for Allied Van Lines, Inc.

KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12¢ per \$100.00 Household goods shipments
per annum. Collected. Prompt remittances made.

Pool Cars distributed.

MEMBERS American Warehouses' Ass'n

PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

S. S. DENT, Pres.

**General Whse. & Dist. Co.**

435 So. Front St.

"Good housekeeping, accurate records,
Personal Service"
Located in the center of the Jobbing &
Wholesale District

Sprinklered
Private R. R. siding
Low Insurance
Perfect service

MEMPHIS, TENN.

W. H. DEARING, General Manager

John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.28 per \$1,000 per Annum

Distribution a Specialty.

Merchandise storage, dependable service, free switching, Local cartage delivery,
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler. A.D.T. watchmen.

American ports, after the question of Government policy as to these ships had been settled in one way or another.

Ordinarily, several legislative permissions are required to consummate a money-spending effort. This would smooth the way and provide machinery for action, should policy-determining legislation ever be provided to permit acquisition of the Danish vessels.

The proposed law also would extend through June 1942, the Commission's present emergency authority to grant construction differential subsidies figured on the basis of cost of foreign construction just prior to the current European war. All the permission features of the bill are to last only through June, 1942.

The Commission already has authority to negotiate contracts for construction of the 200 emergency cargo ship program vessels, and the proposed law would extend this to the regular replacement program.

Contracts entered into under the proposed authority could not be on the cost-plus-percentage of cost system but cost-plus-fixed-fee or bonus to be determined by U.S.M.C. would be permitted.

No action has been taken on the bill but hearings are expected to be scheduled by the House committee shortly.

The provision of the legislation which might affect the foreign flag vessels immobilized in American ports is significant in view of most recent development in negotiations between private American operators, such as Moore McCormack Lines, Grace Line and United States Lines, with owners of the Danish vessels for their acquisition or charter and employment under Danish flag in American foreign non-war-zone trades. It appears these conversations have reached the dead end of British non-co-operation. The British will not, so far, agree to permit these ships to pursue operations in American trade without seizure.

Informed sources state that there is no reason to believe that the British attitude will be altered in the near future and that if the United States really needs these ships, which it does to augment drastic tonnage shortages in trades handling defense materials, it must make some official move to acquire them instead of permitting a private deal.

As to the French, German and Italian ships tied up in American ports, totaling some 300,000 tons, and including the 23,000-ton Conte Biancamano, officials at Washington are decidedly skeptical that these can be obtained by any of the private negotiations variously reported as under way. Acquisition by the Government under some form of legislation is urged as the only sure means of obtaining these vessels.

The 27 Italian vessels have been reported as involved in a deal between private operators and their owners. Washington officials scoff at this, pointing to the absurdity of expecting Axis-partner Italy to permit sale of vessels to American lines to be used to augment U. S. foreign trades and release thereby vessels to aid British imports, and to the equally unsound supposition that the Italians would agree to such a deal if the sale proceeds are to be frozen in this country for duration of the war. Furthermore, those officials, close to the defense and aid-to-Britain strategists at Washington, note that payment of any cash to Axis nations, which could be used against Britains, would surely be running afoul the current policy of economic blockade against these countries.

As to the French ships, totaling 14, and amounting to 119,049 tons, there seems now no method of obtaining these by private deal, for the reasons enumerated above and the additional one that owners in occupied France would be subject to severe reprisal from Germany for any such action.

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NASHVILLE, TENN.

124 FIRST AVE. N.

BOND, CHADWELL CO.

MERCHANDISE
WAREHOUSE.
RAIL, TRUCK
AND RIVER
TERMINAL.



NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Automatic Sprinkler System—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

THE PRICE-BASS CO.

194-204 Hermitage Ave.

MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and Pool Car Distribution—Private Siding

BEAUMONT, TEXAS

TEXAS STORAGE COMPANY

656 Neches St. Beaumont, Texas

Merchandise and Household Goods Warehouse, Concrete Construction
30,000 Sq. Ft. Distribution of Pool Cars
Transfer Household Goods
Agent for A.V.L. Member of N.F.W.A.—S.W.T.A.



CORPUS CHRISTI, TEXAS

CORPUS CHRISTI WAREHOUSE AND STORAGE COMPANYLocated AT PORT SITE
adjacent to docks NAVIGATION DISTRICT NO. 1

Storage

Distribution

MERCHANDISE EXCLUSIVELY

Drayage

Low

Insurance

Rates

96,400
86, Ft.
Sprinklered

Represented by NEW YORK 11 WEST 42ND ST. PENN 6-0966 CHICAGO 1325 NEWBERRY AVE. MON.5531

Member: Southwest Warehouse and Transference's Ass'n

CORPUS CHRISTI, TEXAS

Robinson Warehouse & Storage Co.

General Offices: 1500 N. Broadway, Corpus Christi

Specialists in

General Merchandise Storage—Pool Car Distribution

Public Bonded Warehouses at Alice, Corpus Christi, Harlingen and Victoria
Daily and overnight common carrier Motor Freight Service to Houston, San
Antonio, Austin, Laredo and Rio Grande Valley, serving all intermediate points.

Export Handling; Inquiries Invited.

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
Our modern centrally located fireproof warehouse is completely equipped to serve
you with over 75000 square feet of merchandise & household goods storage space.

MOVING—STORAGE—PACKING—SHIPPING

Since 1875

BINYON-O'KEEFE Storage Co.

Dallas

Associated with Distribution Services, Inc.



**TRAFFIC
MANAGERS SAY**

"I believe that every industry and carrier
should have D and W on the desk of its Traffic
Manager and wish to take this opportunity to
express to your publication my sincere appreciation
for its initiative 'and I say that advisedly,' in
undertaking to further the interests of the 'Traffic
Profession.'"

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

DALLAS, TEXAS

ESTABLISHED 1875

DALLAS TRANSFER AND TERMINAL WAREHOUSE CO.

Second Unit Santa Fe
Building, Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers,
and
Warehouse Space



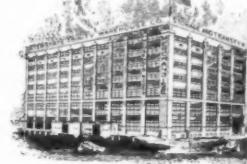
Operators of the
Lone Star Package Car
Company (Dallas and Fort
Worth Divisions)
H. & N. T. Motor Freight Line
Agents for Allied Van Lines, Inc.
A.W.A., N.F.W.A., American Chain
of Warehouses
Southwest Warehouse & Transfer-
men's Assn. Rotary Club



DALLAS, TEXAS

**INTERSTATE-TRINITY
WAREHOUSE COMPANY**

301 North Market St., Dallas



Merchandise Storage and
Distribution
Household Goods Storage,
Moving & Packing
Long Distance Hauling
R. E. ABERNATHY, Pres.
J. H. CHILES, Vice-Pres.

Represented by NEW YORK 11 WEST 42ND ST. PENN 6-0967 CHICAGO 1525 NEWBERRY AVE. MON.5531

DALLAS, TEXAS

SPECIALIZING
MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION
SERVING THE GREAT
SOUTHWEST AREA
EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT

KOON-MCNATT STORAGE & TRANSFER CO.
911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL
LINES AND UNIVERSAL CARLOADING &
DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight Handled Monthly
for Dallas Shippers



DALLAS, TEXAS

A Complete Merchandise Warehouse Service
**COLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS**

MAAS-MORGAN WAREHOUSE, INC.Houston Street at McKinney Avenue. 1917 North Houston Street.
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world.
A splendid modern plant. A strategic distribution center. A highly specialized
organization placing at your command the finest SERVICE that skill and willing-
ness can offer.

DALLAS, TEXAS

**Merchants Cold Storage of Dallas**

Bonded

470,000 Cu. Ft. Cold Storage Space
Pool Car Distribution

1301-7 Broom St. P. O. Box 5088

TEXAS

SHIPPER'S SERVICE SECTION

D and W, March, 1948

EL PASO, TEXAS

International Warehouse Co., Inc.
1601 Magoffin Ave. El Paso, Texas
Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos & Merchandise. State and Customs Bonded.
Private Trackage—T. & P. and So. Pac. Ry.
Pool Car Distribution—Motor Truck Service.
Incorporated in 1920
Members—NFWA—SWTA—Agent for Allied Van Lines, Inc.



EL PASO, TEXAS

Security Fireproof Storage Co.
224 No. Campbell St.

Specializing in Merchandise Distribution
Complete Service—Centrally Located
Make Us Your Branch—Inquiries Solicited



FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe
MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
Our modern Centrally located fireproof warehouse is completely equipped to serve you with over 90,000 square feet of merchandise & household goods storage space.
MOVING—STORAGE—PACKING—SHIPPING



Since 1875

BINYON-O'KEEFE
Tireproof Storage Co.

Since 1875

Fort Worth

Associated with Distribution Service, Inc.



FORT WORTH, TEXAS

A Complete Merchandise Warehouse Service
MERCHANDISE STORAGE — COLD STORAGE — POOL CAR DISTRIBUTION — FRISCO R.R. SIDING
MODERN — FIREPROOF WAREHOUSE
JOHNSON STORAGE & DISTRIBUTING CO., INC.
AND
JOHNSON MOTOR LINE
801 W. VICKERY BLVD. FT. WORTH, TEXAS



FORT WORTH, TEXAS

Agents—ALLIED VAN LINES, INC.

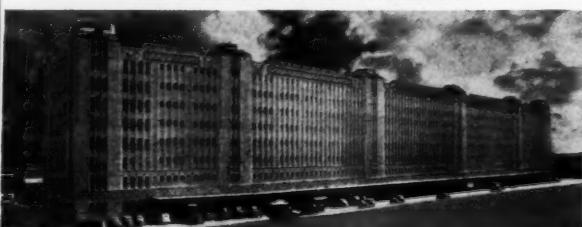
Storage, Cartage, Pool Car Distribution**O. K. Warehouse Co., Inc.**

255 W. 15th St., Fort Worth, Tex.

FORT WORTH, TEXAS

Member of AWA-SWA

The Southwest's Finest Warehouse



TEXAS AND PACIFIC TERMINAL WAREHOUSE CO.
MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

Warehouses also
in Dallas

Office, display and warehouse space. Ample parking room for trucks and cars. Low insurance rates.

HOUSTON, TEXAS

BINYON-STRICKLAND
WAREHOUSES, INC.

Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.

Goliad & Morin Sts.

Houston

HOUSTON, TEXAS

Better Warehousing in HOUSTON

We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.

HOUSTON CENTRAL WAREHOUSE CO.
Commerce and San Jacinto Houston, Texas

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
II WEST 42ND ST. PENN 4-0944 1525 NEWBERRY AVE. MONS3-5331

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company

General Storage Cold Storage U. S. Custom Bonded
A. D. T. Service Pool Car Distribution
Office Space Display Space Parking Space
Lowest Insurance Rate

New York Representative
Phone PLaza 3-1235

Chicago Representative
Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

Merchandise and Household Goods Storage

Pool Car Distribution

Sprinklered—A.D.T. Watchmen
Shiplane and Uptown Warehouses
Operators—Houston Division
Lone Star Package Car Co.

1117 Vine St. Agents for Allied Van Lines, Inc.

Members N.T.W.A.
State and Local Ass.

HOUSTON, TEXAS

In the Heart of the Business District, Use

QUICK SERVICE WAREHOUSE & COLD STORAGE, INC.

112 SAN JACINTO STREET AND 2410 COMMERCE STREET

Fireproof Construction — S & S Insurance Rate
Merchandise Storage — Cold Storage & Cooler Vaults
U. S. Custom Bonded — Packing Rooms
Pool Car Distribution MOP SIDINGS

HOUSTON, TEXAS

MERCHANDISE DISTRIBUTIONCOMMERCIAL STORAGE —
OFFICE SPACE — PARKING SPACE**T. P. C. STORAGE & TRANSFER CO., INC.**

2301 Commerce Ave.

HOUSTON, TEXAS

W. E. FAIN, Owner and Manager
Established 1901**TEXAS WAREHOUSE COMPANY**

Thirty-nine Years

Under Same Continuous Management

MERCHANDISE EXCLUSIVELY
Pool Car Distribution Sprinklered Throughout
A.D.T. Supervised Service

HOUSTON, TEXAS

Agent for Allied Van Lines, Inc.

UNION Transfer & Storage Co.

1113 Vine St. P.O. Box 305

Forwarding and Distributing

MERCHANDISE STORAGE

Warehouses Sprinklered Throughout

Supervised by A.D.T. Service

SERVICE THAT COUNTS



HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution

Sprinklered—A.D.T. Watchmen

— U. S. Customs Bonded —

— Office Space —

New York Representatives:
DISTRIBUTION SERVICE, INC. Chicago Representatives:
100 Broad Street DISTRIBUTION SERVICE, INC.
Members A.W.A. and State and Local Associations. 219 E. North Water St.

The Story of Insurance

(Continued from page 32)

will provide for even better insurance men of the future.

Fortunately for the insurance brokerage business, some very able men, largely of the 2nd generation of insurance brokers, have picked this as a profession. The brains, energy and competition of these men is the greatest single contribution to the development of the insurance business and is quite comparable to the results of the National Board referred to in a previous article. Most of the specialty covers of today are the result of one of these men visualizing the need of a customer for a certain type of protection probably not then obtainable, preparing a form of contract that would cover the contingency and then selling some company the idea of issuing the contract.

The keen brokers, in order to secure business from the agents, pointed out that they desired to serve the interests only of the purchasers. They employed engineers who were familiar with all the rating rules who could determine from looking at the published rates whether they were in line with similar hazards; they employed expertly trained men to develop the wording of the various forms of policies, specialists in life, casualty and the various branches of the business.

Consequently, a buyer is offered a highly trained staff to assist him in determining his insurance needs. Many of the men who have served as apprentices in the various departments of these brokerage firms have in turn established their own firms, generally specializing in certain classes of business that they are particularly experienced to serve. With this development, the agents throughout the country who have lost many of the large national accounts have felt the need to offer a similar type of service; hence, they have equipped their offices similarly. Instead of sitting in their offices waiting for business to be offered, they now actively solicit the business from the purchaser based on the services they offer.

There are 2 sources through which one may purchase insurance. It is suggested that one first determine whether he desires to purchase mutual or stock insurance, that he then acquaint himself with the representatives who have specialized in his particular type of business. It is not necessary to pick the largest broker or agent in the community. It has been found many times that a smaller brokerage firm, with the proper experience, will render a more complete personal service, particularly if it has had experience in serving others in the same business.

The duties of an agent or broker require that he make what is termed a survey when he becomes the customer's insurance advisor. This should cover not only the insurance needs of the business but an actual study of the business from its inception to its concluding operation, including a study and analysis of the different contracts, leases, liability for the product when sold, etc. It can be readily understood that a broker or agent who has had experience in a certain type of business can more completely advise anyone engaged in that business.

It is not advisable to purchase insurance solely from the cost standard, as the cheapest insurance oftentimes is the most expensive in the end. It is the duty of an insurance advisor to immediately investigate with a competent rating engineer, the fireboard's rating of the property. This report should advise on the correctness of the present rate and what can be done to reduce same, as well as the cost of such improvements.

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

WESTHEIMER**Transfer and Storage Co., Inc.**

OVER 50 YEARS IN HOUSTON

Fireproof Warehouses

Merchandise & Household Goods Storage—Pool Car Distribution—

Lift Van Service—20 car lengths of trackage.

Agent for Allied Van Lines, Inc.

Members N. F. W. A.

State and Local Assns.

SAN ANTONIO, TEXAS**MERCHANTS**

Household Goods

Merchandise

TRANSFER & STORAGE CO.

Complete Storage and Distribution Service

over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS**Muegge-Jenull Warehouse Co.**

BONDED

FIREPROOF

POOL CAR DISTRIBUTORS

STORAGE AND DRAYAGE

Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.HOUSEHOLD - MERCHANT-
DISE - COLD STORAGE -

CARTAGE.

DISTRIBUTION

INSURANCE RATE - - - 10c

Members of 4 Leading Associations

**SAN ANTONIO, TEXAS****SOUTHERN TRANSFER & STORAGE CO.**Specialists in Merchandise Distribution
FIREPROOF BONDED STORAGE* Represented by ALLIED DISTRIBUTION INC. CHICAGO
1525 NEWBERRY AVE., MONROVIA**TYLER, TEXAS****Tyler Warehouse and Storage Company**

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.**OGDEN, UTAH**

MEMBER OF A.W.A.

WESTERN GATEWAY STORAGE CO.

GENERAL WAREHOUSING

POOL CAR DISTRIBUTION

MERCHANDISE AND COLD STORAGE

SALT LAKE CITY, UTAH**CENTRAL WAREHOUSE**

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution.

Office Facilities.

Member A. W. A.



UTAH

SHIPPER'S SERVICE SECTION

D and W, March, 1940

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

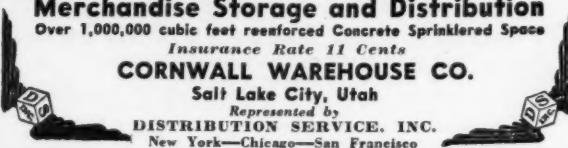
Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 11 Cents

CORNWALL WAREHOUSE CO.

Salt Lake City, Utah

Represented by

DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

KEYSER MOVING AND STORAGE CO.

Est. 328 West 2nd South 1910

72,000 sq. ft. space. Reinforced concrete and brick. Dignified, accessible, and central location. U.P. spur with free switching from or to other lines. P.U&D service rail or truck. Systematic delivery service twice daily. 90% Co-Ins. rate 19 1/2 per \$100.00. A.D.T. automatic burglar and fire protection. Office and desk space available.

Member AWA—NFWA—UWA—AWI



SALT LAKE CITY, UTAH

**FOR BETTER SERVICE
SECURITY STORAGE & COMMISSION CO.**

230 S. 4TH WEST STREET

Over 32 Years' Experience

Merchandise Warehousing - Distribution
Sprinklered Building - Complete Facilities
Lowest Insurance Cost - A.D.T. Watchman Service
Office Accommodations - Display SpaceRepresented by American Chain of Warehouses, Inc.
New York Chicago
250 Park Ave. 33 W. Jackson Blvd.MEMBER:
A.W.A.—U.W.A.*"This is the Place"*

NORFOLK, VA.

HOUSEHOLD AUTOMOBILE STORAGE MERCHANTISDE

NEW-BELL STORAGE CORPORATION

NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE

50,000 SQUARE FEET—RIVAGE RAIL SIDING

Lowest Insurance Rates in Norfolk. Pool Car Bidding

WE SPECIALIZE IN MERCHANTISDE STORAGE

AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY

Member M.W.A. & S.W.A.



NORFOLK, VA.

Serving—Va. Beach, Ft. Monroe, Newport News, Williamsburg and Tidewater Virginia.

Security Storage and Van Corp.

530 FRONT STREET

Norfolk's Finest Fireproof Furniture Warehouse

Motor Van & Lift Van Service

Collections — Distribution

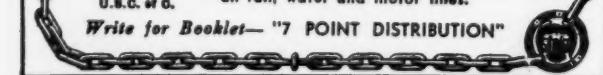
Members—NAT'L F.W.A.—ALLIED VAN LINES

NORFOLK, VA.

Established 1892

**SOUTHGATE
STORAGE COMPANY, Inc.**

For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

Write for Booklet—**"7 POINT DISTRIBUTION"**MEMBER:
A.C.W.
A.W.A.
S.W.A.
U.S.C. of O.

RICHMOND, VA.

63 Years of Uninterrupted and Expert Service

BROOKS TRANSFER and STORAGE CO., Inc.

1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—10,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States—Freight Truck Line.

Member of N. F. W. A.—A. V. L.—A. T. A.

RICHMOND, VA.

DILLARD CARTAGE CO.
Freight Hauling — Contractors Hauling

Specializing in

Pool Car Distribution

Quick Handling of Stop Over Cars—Prompt Returns
Complete Facilities for Motor Freight Lines

A complete study of each insurance policy presently carried, with a report as to their need, adequacy, possible changes or additional forms of insurance are advisable. These reports should be carefully studied when received, by one or more executives and then checked over with the advisor. The time spent will be well repaid if it should prevent a loss or point out some weakness in present contracts.

If one is receiving this service, the advisor fully earns the commission he receives and is entitled to loyalty and patronage. Periodically, perhaps every 3 or 5 yrs., the business should be opened to competition, preferably to a firm specializing in that type of business. If the advisor has kept up-to-date, the competition can do him no harm, as it will show that the insurance cannot be improved; on the other hand, if the competitor can reduce rates or improve the coverage, he is entitled to the business. In this manner the advisor renders the maximum service at all times.

Having secured an account, it is the duty of an advisor to periodically inspect the property, and at least annually bring the survey up to date to reflect such changes as have taken place in the business. Once one has enjoyed this complete service, he will never be satisfied with anything less.

Fire insurance is a subject which most everyone is fairly familiar with. We shall, therefore, but briefly outline the essential forms of fire insurance needed by warehousemen and transportation companies.

Buildings should be insured up to 80 per cent of their present replacement value, less such depreciation as exists. It is desirable to consider carrying what is known as the supplementary form, which includes several additional hazards at a very small percentage increase. In most States, 80 per cent insurance is required, and this is no disadvantage if complied with; it means the company will pay the full amount of any loss up to the amount of the policy, but, if less than 80 per cent is carried, then the company need only pay such percentage of the loss as the amount of insurance bears to the amount the insured agreed to carry.

Fire insurance, covering machinery, equipment, and other contents remaining at fixed locations, is needed. Rental value insurance compensates for such rents as may be lost from the premises damaged by fire, whether occupied by the owner or rented to others. If buildings are rented, the owner should consider the advisability of leasehold insurance. If the buildings are of a type that cannot be replaced under existing building codes, then extra expense replacement insurance should be considered.

Most warehousemen or transportation companies consolidate the property of their customers; these conditions require fire insurance for account of whom it may concern at the consolidation points.

Movable equipment should be insured against loss.

RICHMOND, VA.

**STORAGE
HOUSEHOLD
GOODS
OBJECTS OF ART
FURS - RUGS
VALUABLES**

**THE W. FRED. RICHARDSON
Security Storage Corporation
PACKING FOR SHIPMENT
Local and Long Distance Movements
ESTABLISHED 1897
Agent for Allied Van Lines, Inc.**

RICHMOND, VA.

**160,000 Sq. Ft. Space
VIRGINIA BONDED WAREHOUSE CORPORATION
ESTABLISHED 1908 1709 E. CARY ST.
U. S. BONDED & PUBLIC WAREHOUSES
MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20¢ PER \$100 PER YEAR
Member A.W.A.
BUILDINGS SPRINKLERED**

ROANOKE, VA.



**H. L. LAWSON & SON
Finance and Storage
Pool Car Distributors
General Merchandise Storage
421-25 EAST CAMPBELL AVE
ROANOKE, VIRGINIA**

ROANOKE, VA.

**ROANOKE PUBLIC WAREHOUSE
Capacity 500 Cars
Private Railroad Siding
Automatic Sprinkler
Accurate Accounting**

We make a Specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

OLYMPIA, WASH.



**EADS TRANSFER, Inc.
517 COLUMBIA ST.
OLYMPIA, WASH.**

SEATTLE, WASH.

"SEATTLE'S SHIPSIDE WAREHOUSE"

**ACHESON TERMINALS
FOOT OF JACKSON STREET**

Affiliated with Seattle's largest draying service—160 Black Ball trucks and trailers. Covering all ports of Puget Sound via Black Ball ferries and Black Ball Freight Service.

R. J. ACHESON, PRESIDENT

SEATTLE, WASH.

EYRES TRANSFER & WAREHOUSE CO.

A Seattle institution—52 years of outstanding service
Cartage — Distribution — Storage
Highest financial rating; new fireproof, A.D.T. sprinklered buildings; lowest insurance rate (10.2¢); modern equipment.
"The Shippers' Open Door to Alaska and the Orient"

SEATTLE, WASH.

LET LYON GUARD YOUR GOODS



**Carload
Distributors**

PORLAND, Ore. SEATTLE
2315 N. W. Westover Rd. 2639 Dexter Ave.
Walter Hollings, Mgr. Dean McLean, Mgr.

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

SEATTLE, WASH.

J. R. GOODFELLOW, Pres.

OLYMPIC WAREHOUSE & COLD STORAGE CO.

MERCHANDISE STORAGE & DISTRIBUTION

1203 Western Avenue Seattle, Wash.
Cold Storage & Dry Storage — Rentals — Pool Car Distribution — Office Rentals
Fireproof, brick const.; Sprinkler system; Insurance rate: 12.5c. Siding connects
with all rail lines.
Bonded U. S. Customs; State License No. 2; State Liquor Control Board.
Member of A.W.A. Wash. State Whsmen's Assn.

represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN 6-0046 1525 NEWBERRY AVE. MONROVIA

SEATTLE, WASH.

Lloyd X. Coder, Pres.-Mgr.

Est. 1919

SYSTEM Transfer & Storage Co.

2601-11 Second Avenue

Warehousemen & Distributors of

General Merchandise and Household Goods

Office and Desk Space—Low Insurance Rates

Member A.W.A.—W.S.W.A.—N.F.W.A.—S.T.O.A.

SEATTLE, WASH.

**TAYLOR-EDWARDS
Warehouse & Transfer Co., Inc.**

Free switching service—Low insurance rates—A.D.T. Service,
Associated with leading warehouses through

DISTRIBUTION SERVICE, INC.

New York Chicago San Francisco
Members of—American Warehousemen's Assn.: Washington State
Warehousemen's Assn.

SEATTLE, WASH.

UNITED WAREHOUSE COMPANY

1990 Alaskan Way

GENERAL MERCHANDISE
STORAGE POOL-CAR
DISTRIBUTORS

100,000 sq. ft. capacity U.S. Customs Bond
Established 1900 Free Switching

SEATTLE, WASH.

Post graduates in moving personnel!
**SEATTLE TERMINALS
UNIVERSITY WAREHOUSE, INC.**

1017 EAST 40TH STREET, SEATTLE

Seattle, Tacoma and Portland agents Mayflower vans. Seattle's finest, most modern warehouse for the handling of household goods and personal valuables. Located in Seattle's fast-growing University district. Serving Sand Point Naval Air Base.

R. G. CULBERTSON, President
WM. TELL LAUBE, JR., Sec.-Treasurer

SPOKANE, WASH.

**The SPOKANE TRANSFER &
STORAGE CO.
308-316 PACIFIC AVE.
THE INLAND EMPIRE'S LARGEST DISTRIBUTORS
MEMBERS: AWA·ACW·WSWA**

TACOMA, WASH.

Pacific Storage & Transfer Co.

Member

Drayage, Storage & Distribution



Forward your Stop in Transit and Pool Cars in
our Care (Free Switching). Located in Center
of Wholesale District, 18th & Broadway.

Member A.W.A.—Wash. State Assn.

HUNTINGTON, W. VA.

Sales and Traffic Managers READ THIS!

In November, 1939, we talked with the District Manager of a national manufacturing company about carrying stock constantly in the warehouse to serve the trade instead of occasional pool cars or truck shipments, etc. During 1940 they used their own mobile storage and by November 1, 1940, they were able to increase sales over their quota which was set plenty high. By December 15, 1940, when they closed their year, they had over fifteen thousand cases sold over their quota. They just controlled the market in their line. So far this year, January 16, we have had four carloads and this is not their season for heavy selling. Get in on this \$500,000,000 territory for your share of the business through

THE W. J. MAIER STORAGE COMPANY

WISCONSIN

SHIPPER'S SERVICE SECTION

D and W, March, 19

APPLETON, WIS.

HARRY H. LONG MOVING & STORAGE
MERCHANDISE - HOUSEHOLD GOODS - MOTOR FREIGHT

Pool Car Distribution Sales Representation
 Brick building equipped for economical storage and distribution. Reached by C&NW — Soo-C&M&SP.
 Motor Freight Terminal Members of WisWA—N.F.W.A.
 115 So. Walnut St.

GREEN BAY, WIS.

LEICHT TRANSFER AND STORAGE CO.
 Established 1903
 121 South Broadway
Merchandise Distributors and Household Goods Forwarders.
 Haulers of Cement and Contractors Equipment and Heavy Machinery to All Points.
 U. S. Customs, Warehouses, State and Public Bonded.
 Waterfront Facilities: Private Sliding CMStP&P—C&NW—GB&W Reciprocal Switching. Wood Pulp a Specialty. Pool Car Distribution. Members of MayWA—WisWA

MILWAUKEE, WIS.

ATLAS STORAGE CO.

MILWAUKEE'S ONLY DOCK WAREHOUSE
 ON JOINT TRACKS CMStP&PRR AND C&NW
 647 W. VIRGINIA ST. MILWAUKEE, WIS.

— UNEXCELLED —

WAREHOUSING AND DISTRIBUTION FACILITIES
 POOL CAR DISTRIBUTION — STORAGE IN TRANSIT

— SPECIAL —

FACILITIES FOR DRUMMING BULK OILS FROM
 TANK CARS

Represented by
 DISTRIBUTION SERVICE, INC.
 New York—Chicago—San Francisco

MILWAUKEE, WIS.

**BOULEVARD**
Fireproof Warehouse Co. Inc.

Specializing in storage and distribution of all household appliances, new furniture, store and office equipment. Household goods.

Moving Packing

Agent for Aero Mayflower Transit Co.

MILWAUKEE, WIS.

HANSEN
STORAGE CO.
Largest in Wisconsin
18 Warehouses
 A.D.T. Service
 Specializing in—
 Merchandise Distribution and Complete Branch House Services
 TRACK CAPACITY FOR 50 CARLOADS
 DEPENDABLE EXPERT QUICK SERVICE

ESTABLISHED 36 YEARS
850 Foot Dock



Local traffic matters are studied and freight shipments given best routing. Ordinarily, it is difficult for the most efficient traffic department to know all changes in distant parts of the country.

MILWAUKEE, WIS.

LINCOLN

FIREPROOF WAREHOUSE CO.
 WAREHOUSE SERVICE RAILROAD SIDINGS
 OF EVERY AND
 DESCRIPTION DOCKING FACILITIES
 LOCATED IN HEART OF BUSINESS DISTRICT
 OFFICES: 206 W. HIGHLAND AVE.
 Member of A.W.A.—W.W.A.—N.F.W.A.

MILWAUKEE, WIS.

NATIONAL TERMINALS CORPORATION

954 SO. WATER STREET
 Tel. Mitchell 5644

Milwaukee's most modern and best located Waterfront Warehouse. Automobile storage. Warehousing on unit basis for spot stocks. Storage "in transit". Pool car distribution, Customs Bonded.

Member of A.W.A. & W.W.A.

MILWAUKEE, WIS.

"Milwaukee's Finest"
National Warehouse Corporation

— STATE BONDED —
 EVER CONCEIVABLE
 WAREHOUSE & DISTRIBUTION SERVICE AFFORDED
 A.D.T. Service
 468 E. Bruce St.
 C. & N.W.R.R. Siding



MILWAUKEE, WIS.

TERMINAL STORAGE CO.

100-112 W. Seaboth St. — Phone Marquette 7091

Milwaukee, Wisconsin

Cooler, Freezer and General Merchandise Storage
 Deep Water Dock, Private Siding
 on C.M.St.P. & P. R.R.

SHEBOYGAN, WIS.

**SHEBOYGAN**
Warehouse & Forwarding Co.

A Merchants & Manufacturers Warehouse
 11th and Illinois Ave. Sheboygan, Wis.

Member of May. W.A. Wis. W.A.

WAUSAU, WIS.

WAUSAU SERVICE CO., INC.

Office and Warehouse, 122 W. Washington St.

TRUCKING — MOVING — STORAGE
 POOL CAR DISTRIBUTION

THE ADVERTISERS IN THIS PUBLICATION

reach

16,336 SHIPPERS

of raw materials and finished products.

6,457 CARRIERS

Rail — Water — Motor Freight

4,788 PUBLIC WAREHOUSES

Merchandise — Cold Storage — Household Goods

with their every-month messages to these

28,000 BUYERS of

Services — Supplies and Equipment

**University of Texas, Austin, Offers
2 Additional Correspondence Courses**

Dr. John H. Frederick, Prof. of Transportation and Industry, University of Texas, Austin, has given *D&W* data from the Extension Division of the University offering 2 additional correspondence courses of interest to traffic men.

The courses are given under the direction of Dr. Frederick, as follows:

Exporting and Importing, covering the general principles of international commerce, general promotion of our foreign trade, export and import trading organization. Financial practices in foreign trade and foreign trade methods and technique.

Water transportation, covering such subjects as carrier types, stowage of vessel cargo, ship and cargo measurements, water terminals and port facilities, port and other warehousing, ocean routes, inland water routes, line organization, shipbroker and forwarder organization and use, shipping accounts, rates and charges, and Government aid and regulation of the merchant marine.

Both of these courses are intended to be helpful to those who may want to engage in some aspect of the business of exporting or importing or of water transportation, as well as for those already in the field. The fee for each course is \$16.50, and the books for each cost approximately \$4 additional. The courses are open to non-residents of Texas, and may be taken for academic credit if desired.

Dr. Frederick will be glad to answer any requests for further information on the subject.

**C. H. Shankus Announces New Wis.
Warehouse Corp.**

C. H. Shankus announces A Wisconsin Warehouse Corp., situated at 431 No. Fifth St., Milwaukee, on the Chicago, Milwaukee & St. Paul R. R., formerly Palmolive Bldg. Mr. Shankus is president and general manager of the new organization.

**Spokane Transfer Firm
Taken Over by Lomax**

Purchase of the Lyon Transfer Co. with its trucks and interstate commerce permits and contracts extending into Montana, Idaho and Oregon, has been announced by J. M. Lomax, who will merge the Lyon business with that of the Lomax-Grimmer Warehouses, Inc., Spokane, Wash.

The Spokane headquarters of the Lyon company will be closed and their operation moved to the Lomax-Grimmer building.

The Lyon acquisition increases the Lomax-Grimmer fleet to 20 trucks and permits it to operate in interstate work. It was formerly confined to Washington.—*Haskell*.

Halibut Canning

Following considerable experimentation, halibut, one fish that has eluded being placed in cans, will shortly be placed in tins through a new process perfected in Seattle, Wash. A halibut canning factory is expected to start operation in April.

Opening for the new canning and packing season at that time will be the Pacific-Aleutian Packing Co., which has established at 2700 Westlake Ave., North, Seattle. R. S. Fleming is president; E. R. Taylor is secretary and treasurer.—*Litteljohn*.

For the convenience of shippers, this section is arranged alphabetically by provinces, cities and firms.

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**Another Member for
Southwest Group**

Bonded Warehouse Co., Fort Worth, Texas, has become a member of the Southwest Warehouse and Transfermen's Assn. The firm was established in 1937 as a partnership by C. M. McElhannon, formerly with the Fort Worth Warehouse & Storage Co. and A. W. Goldstein.

**Shippers Oppose Freight
Rate Increase**

Prominent Middle Western shippers are formulating a decided stand against the action of the freight forwarders and motor truckers in raising rates to railroad levels throughout the Southwest, the *Chicago Journal of Commerce* states.

These increases in rates became effective as of Feb. 25, and were hailed as the initial steps in a Nationwide program to stabilize the rate structure.

Scorning at suggestions of collusion in the raising of rates or violation of the anti-trust laws, spokesmen for the freight forwarders, or assemblers of less-than-carload merchandise freight, asserted that stability of freight rates through uniformity has been a national transportation policy, and frequently adhered to by the Interstate Commerce Commission.

Freight forwarders have yet to come under the jurisdiction of the I.C.C. Truckers, of course, like the rail carriers, are entirely under such jurisdiction.

Acting in behalf of the shippers, the Chicago Association of Commerce has already filed a petition with the I.C.C. seeking suspension of the higher rates established by the motor trucks. More than a hint of the

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stand which is being crystallized by the shippers is voiced in the following quotation from the petition for suspension, filed recently by the Chicago trade group.

"The proposed increase in class rates is apparently the result of an effort to arbitrarily make motor carrier rates the same as the railroad rates, and with at least an understanding with the freight forwarders that will increase their rates to the same level."

This petition was regarded in shipping circles as affording a starting point for an inquiry into the origins of the rate raising actions by the forwarders as well as by the motor trucking companies.

Washington Contact Office for Businessmen

A service and information office in the Department of Commerce, Washington, D. C., has been opened to simplify and expedite contact between businessmen who come to Washington and Government officials.

Utilizing the services of men detailed from the Bureau of Foreign and Domestic Commerce and others with long experience in and association with the affairs of government, the office has been instructed to reduce wherever possible the time required by representatives of business and industry who come to the Capital to transact official business.

The primary objective of the service and information office will be to put business, wherever possible, in direct touch with the Government official who can best give consideration to the particular problem presented. In this way, it is anticipated that it will be possible to reduce the number of calls that the business visitor will have to make and also save the time of Government officials who now see many persons whom they have to refer to someone else.

The development of the defense program has so increased the number of businessmen coming to Washington and consequently the demands on the time of Government officials that the new function of the Department of Commerce should, it is expected, facilitate the transaction of business and prove of value to business, industry and government.

Quarters have been established just off the lobby of the Department of Commerce Bldg., room 1060.

Intercoastal Lumber Rate Increase Denied

The Maritime Commission has suspended until June 28 the rate increase of \$1 per 1,000 ft. on lumber moving from Pacific Coast ports to the Atlantic Coast as proposed by intercoastal steamship lines, effective March 1. The present intercoastal lumber rate is \$16. The increase was opposed by Leon Henderson, of the Advisory Commission of the Council of National Defense.

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